

MARKET DOMINANT PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4
FISCAL YEAR 2012 (Jul. 1, 2012-Sep. 30, 2012) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2011
(Data in Thousands)

Service Category	REVENUE 5/				PIECES 5/				WEIGHT (Pounds) 5/			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		Change	
	FY 2012	FY 2011	Amount	Percent	FY 2012	FY 2011	Amount	Percent	FY 2012	FY 2011	Amount	Percent
First-Class Mail:												
Single-Piece Letters	2,403,861	2,530,258	(126,397)	(5.0)	5,137,603	5,526,343	(388,741)	(7.0)	159,034	172,187	(13,153)	(7.6)
Single-Piece Cards	91,590	94,224	(2,634)	(2.8)	280,041	316,097	(36,056)	(11.4)	1,788	2,020	(233)	(11.5)
Total Single-Piece Letters and Cards	2,495,452	2,624,482	(129,031)	(4.9)	5,417,644	5,842,441	(424,797)	(7.3)	160,821	174,207	(13,386)	(7.7)
Presort Letters	3,468,088	3,610,573	(142,485)	(3.9)	9,539,354	10,027,322	(487,968)	(4.9)	510,712	537,672	(26,960)	(5.0)
Presort Cards	142,866	147,257	(4,390)	(3.0)	593,523	671,867	(78,344)	(11.7)	4,844	5,485	(640)	(11.7)
Total Presort Letters and Cards	3,610,954	3,757,830	(146,876)	(3.9)	10,132,877	10,699,189	(566,312)	(5.3)	515,557	543,157	(27,600)	(5.1)
Flats	618,582	648,048	(29,467)	(4.5)	473,460	501,278	(27,817)	(5.5)	96,876	101,854	(4,978)	(4.9)
Parcels 2/	136,079	176,052	(39,973)	(22.7)	59,633	84,159	(24,527)	(29.1)	18,510	26,562	(8,052)	(30.3)
Domestic Negotiated Serv. Agreement Mail	19,256	0	19,256	-	52,744	0	52,744	-	3,286	0	3,286	-
Outbound First-Class Mail International	150,097	147,538	2,559	1.7	53,077	66,601	(13,524)	(20.3)	11,735	11,145	590	5.3
Inbound Intl. Letter-Post Single-Piece & NSA Ma	58,944	50,757	8,186	16.1	78,524	87,315	(8,791)	(10.1)	21,422	16,967	4,455	26.3
First-Class Mail Fees	30,220	32,735	(2,515)	(7.7)	-	-	-	-	-	-	-	-
First-Class Dom. NSA Mail Fees	-	-	-	-	-	-	-	-	-	-	-	-
Total First-Class Mail	7,119,583	7,437,442	(317,859)	(4.3)	16,267,959	17,280,982	(1,013,024)	(5.9)	828,206	873,891	(45,685)	(5.2)
Standard Mail:												
High Density and Saturation Letters	191,365	188,610	2,755	1.5	1,382,570	1,393,454	(10,883)	(0.8)	56,850	60,882	(4,033)	(6.6)
High Density and Saturation Flats & Parcels	497,062	461,305	35,757	7.8	2,999,089	2,809,538	189,552	6.7	542,214	531,334	10,880	2.0
Carrier Route	564,794	533,985	30,810	5.8	2,279,092	2,202,160	76,933	3.5	496,851	498,318	(1,467)	(0.3)
Letters	2,214,921	2,440,495	(225,574)	(9.2)	11,366,372	12,637,488	(1,271,116)	(10.1)	577,811	665,585	(87,774)	(13.2)
Flats	555,383	611,656	(56,273)	(9.2)	1,483,078	1,677,893	(194,815)	(11.6)	374,175	426,528	(52,353)	(12.3)
Parcels 3/	16,447	165,887	(149,440)	(90.1)	15,740	179,166	(163,426)	(91.2)	5,185	78,046	(72,861)	(93.4)
Domestic Negotiated Serv. Agreement Mail	55,736	1,000	54,736	5,474.1	270,043	4,778	265,265	5,551.6	12,058	201	11,857	5,893.3
Inbound Intl. Negotiated Serv. Agreement Mail	211	738	(528)	(71.5)	576	356	220	61.8	59	122	(64)	(52.1)
Standard Mail Fees	11,358	14,518	(3,161)	(21.8)	-	-	-	-	-	-	-	-
Standard Mail Dom. NSA Mail Fees	-	-	-	-	-	-	-	-	-	-	-	-
Total Standard Mail	4,107,277	4,418,194	(310,917)	(7.0)	19,796,561	20,904,832	(1,108,271)	(5.3)	2,065,202	2,261,016	(195,814)	(8.7)
Periodicals Mail:												
In-County	16,157	16,737	(580)	(3.5)	154,383	162,372	(7,989)	(4.9)	43,728	45,914	(2,186)	(4.8)
Outside County	400,112	425,831	(25,719)	(6.0)	1,448,182	1,536,423	(88,241)	(5.7)	579,699	623,435	(43,735)	(7.0)
Periodicals Mail Fees	1,882	1,999	(117)	(5.9)	-	-	-	-	-	-	-	-
Total Periodicals Mail	418,152	444,568	(26,416)	(5.9)	1,602,566	1,698,795	(96,230)	(5.7)	623,427	669,348	(45,921)	(6.9)
Package Services Mail:												
Single-Piece Parcel Post	176,497	167,964	8,533	5.1	15,590	15,214	376	2.5	118,321	117,367	954	0.8
Inbound Intl. Surface Parcel Post (at UPU Rates)	4,906	3,310	1,597	48.2	152	172	(19)	(11.4)	3,258	4,323	(1,065)	(24.6)
Inbound Intl. Negotiated Service Agreement Mail	(5)	12	(17)	(144.8)	2	6	(3)	(62.8)	8	27	(19)	(70.5)
Bound Printed Matter Flats	47,142	58,415	(11,272)	(19.3)	58,086	73,305	(15,219)	(20.8)	85,495	110,575	(25,080)	(22.7)
Bound Printed Matter Parcels	82,569	78,337	4,232	5.4	66,035	61,902	4,133	6.7	187,370	166,558	20,812	12.5
Media and Library Mail	83,305	86,449	(3,144)	(3.6)	25,574	27,323	(1,748)	(6.4)	63,764	69,400	(5,636)	(8.1)
Package Services Mail Fees	754	725	29	4.1	-	-	-	-	-	-	-	-
Total Package Services Mail	395,168	395,212	(43)	(0.0)	165,439	177,921	(12,482)	(7.0)	458,216	468,251	(10,034)	(2.1)

COMPETITIVE PRODUCTS
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FISCAL YEAR 2012 (Jul. 1, 2012-Sep. 30, 2012) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2011
(Data in Thousands)

Service Category	REVENUE 5/				PIECES 5/				WEIGHT (Pounds) 5/			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		Change	
	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	Percent	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	Percent	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	Percent
Express Mail:												
Total Express Mail	189,434	193,301	(3,866)	(2.0)	9,438	9,828	(390)	(4.0)	9,867	9,294	573	6.2
First-Class Package Service												
Total First Class Package Service 2/	241,673	148,344	93,329	62.9	112,291	72,795	39,496	54.3	37,831	24,649	13,182	53.5
Priority Mail:												
Total Priority Mail	1,392,521	1,312,205	80,316	6.1	195,689	185,829	9,859	5.3	395,544	398,297	(2,753)	(0.7)
Parcel Select Mail:												
Total Parcel Select Mail 3/	388,216	158,542	229,673	144.9	278,476	84,238	194,238	230.6	412,349	318,034	94,315	29.7
Parcel Return Service Mail:												
Total Parcel Return Service Mail	26,786	23,840	2,945	12.4	11,309	9,820	1,489	15.2	33,289	29,903	3,387	11.3
International Mail:												
Outbound Priority Mail International	173,109	215,304	(42,196)	(19.6)	4,083	5,857	(1,774)	(30.3)	24,800	32,312	(7,512)	(23.2)
Outbound International Expedited Services	73,059	81,474	(8,415)	(10.3)	1,404	1,678	(274)	(16.3)	5,944	6,744	(800)	(11.9)
Other Outbound International Mail	113,333	67,599	45,734	67.7	49,318	58,509	(9,191)	(15.7)	16,376	12,091	4,285	35.4
Inbound International	49,087	47,795	1,292	2.7	3,572	3,669	(97)	(2.7)	19,898	23,240	(3,341)	(14.4)
International Mail Fees	14	9	5	53.4	-	-	-	-	-	-	-	-
Total International Mail	408,602	412,181	(3,579)	(0.9)	58,377	69,713	(11,336)	(16.3)	67,018	74,386	(7,368)	(9.9)
Total Competitive Mail	2,647,231	2,248,413	398,818	17.7	665,580	432,223	233,357	54.0	955,898	854,563	101,335	11.9

**TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4
FISCAL YEAR 2012 (Jul. 1, 2012-Sep. 30, 2012) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2011
(Data in Thousands)**

Service Category	REVENUE 5/				PIECES 5/				WEIGHT (Pounds) 5/			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		Change	
	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	Percent	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	Percent	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	Percent
Total Market Dominant and Competitive												
Total All Mail	14,687,411	14,943,829	(256,418)	(1.7)	38,606,608	40,605,386	(1,998,778)	(4.9)	4,971,739	5,171,632	(199,894)	(3.9)
Total All Services	676,325	708,609	(32,284)	(4.6)	573,186	528,145	45,041	8.5				
Total All Mail and Services	15,363,736	15,652,438	(288,702)	(1.8)								
Total All Other Revenue	348,558	190,551	158,007	82.9								
Total All Revenue	15,712,294	15,842,989	(130,695)	(0.8)								

RPW SUMMARY REPORT FOOTNOTES: MARKET DOMINANT PRODUCTS SECTION

- 1/ Not included elsewhere in this report.
- 2/ Commercial parcels within this category have been shifted to the new First-Class Package Service competitive product category as of October 1, 2011.
- 3/ Machinable and irregular parcels within this category have been shifted to a Lightweight category under Parcel Select as of January 22, 2012.
- 4/ Approximately 5.9 million PO Boxes were shifted from Market Dominant to Competitive on January 22, 2012. The revenue from these boxes was taken out of the Market Dominant Post Office Box Service line and moved to the Competitive Post Office Box Service beginning with the Q2 RPW report.
- 5/ The figures presented for the prior year use a methodology consistent with the methodology used to calculate the current year's figures. This allows for a direct comparison of the years (independent of methodological changes that have occurred). As a result, the prior year's figures shown in this report may differ from those in the previous year.
- 6/ Total revenues were increased by 43.3 million dollars for changes in deferred revenue estimates of stamp usage.

RPW SUMMARY REPORT FOOTNOTES: COMPETITIVE PRODUCTS SECTION

- 2/ Commercial parcels within this category have been shifted to the new First-Class Package Service competitive product category as of October 1, 2011.
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- Report totals may not sum due to rounding.

MARKET DOMINANT PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4 YTD
FISCAL YEAR 2012 (Oct. 1, 2011-Sep. 30, 2012) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2011
(Data in Thousands)

Service Category	REVENUE 5/				PIECES 5/				WEIGHT (Pounds) 5/			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 YTD		Change	
	FY 2012	FY 2011	Amount	Percent	FY 2012	FY 2011	Amount	Percent	FY 2012	FY 2011	Amount	Percent
First-Class Mail:												
Single-Piece Letters	10,533,828	11,282,712	(748,884)	(6.6)	22,755,205	24,722,159	(1,966,955)	(8.0)	710,600	776,357	(65,757)	(8.5)
Single-Piece Cards	367,781	383,985	(16,204)	(4.2)	1,158,305	1,312,911	(154,606)	(11.8)	7,404	8,386	(982)	(11.7)
Total Single-Piece Letters and Cards	10,901,609	11,666,697	(765,088)	(6.6)	23,913,510	26,035,071	(2,121,561)	(8.1)	718,004	784,743	(66,739)	(8.5)
Presort Letters	14,479,339	14,814,411	(335,072)	(2.3)	39,935,898	41,516,422	(1,580,524)	(3.8)	2,125,137	2,197,955	(72,818)	(3.3)
Presort Cards	604,602	597,327	7,275	1.2	2,588,140	2,752,430	(164,290)	(6.0)	21,129	22,468	(1,338)	(6.0)
Total Presort Letters and Cards	15,083,941	15,411,738	(327,797)	(2.1)	42,524,039	44,268,852	(1,744,813)	(3.9)	2,146,267	2,220,423	(74,157)	(3.3)
Flats	2,668,414	2,805,230	(136,816)	(4.9)	2,049,176	2,217,950	(168,774)	(7.6)	418,597	453,901	(35,303)	(7.8)
Parcels 2/	648,733	1,021,716	(372,983)	(36.5)	293,413	508,522	(215,109)	(42.3)	91,243	165,049	(73,806)	(44.7)
Domestic Negotiated Serv. Agreement Mail	73,731	0	-	-	209,577	0	-	-	13,170	0	-	-
Outbound First-Class Mail International	664,958	647,664	17,294	2.7	263,548	310,335	(46,787)	(15.1)	51,122	50,546	577	1.1
Inbound Intl. Letter-Post Single-Piece & NSA Ma	252,388	233,939	18,449	7.9	386,307	397,701	(11,394)	(2.9)	90,869	80,682	10,187	12.6
First-Class Mail Fees	139,693	146,046	(6,352)	(4.3)	-	-	-	-	-	-	-	-
First-Class Dom. NSA Mail Fees	-	-	-	-	-	-	-	-	-	-	-	-
Total First-Class Mail	30,433,468	31,933,030	(1,499,562)	(4.7)	69,639,569	73,738,431	(4,098,861)	(5.6)	3,529,273	3,755,344	(226,071)	(6.0)
Standard Mail:												
High Density and Saturation Letters	766,911	767,935	(1,024)	(0.1)	5,563,559	5,653,875	(90,316)	(1.6)	233,650	237,736	(4,087)	(1.7)
High Density and Saturation Flats & Parcels	1,951,069	1,880,644	70,425	3.7	11,770,275	11,424,568	345,707	3.0	2,147,582	2,144,023	3,559	0.2
Carrier Route	2,244,293	2,222,005	22,287	1.0	9,119,946	9,335,928	(215,982)	(2.3)	2,002,721	1,993,085	9,635	0.5
Letters	8,979,271	9,707,634	(728,362)	(7.5)	46,149,847	50,584,190	(4,434,343)	(8.8)	2,378,429	2,666,837	(288,408)	(10.8)
Flats	2,229,588	2,491,079	(261,491)	(10.5)	5,939,635	6,783,185	(843,551)	(12.4)	1,495,809	1,710,267	(214,458)	(12.5)
Parcels 3/	284,858	650,674	(365,816)	(56.2)	303,559	733,770	(430,211)	(58.6)	126,286	321,571	(195,285)	(60.7)
Domestic Negotiated Serv. Agreement Mail	194,773	38,102	156,671	411.2	952,844	175,742	777,102	442.2	42,200	18,419	23,781	129.1
Inbound Intl. Negotiated Serv. Agreement Mail	702	765	(63)	(8.2)	1,345	400	945	236.0	117	149	(32)	(21.7)
Standard Mail Fees	61,805	68,085	(6,279)	(9.2)	-	-	-	-	-	-	-	-
Standard Mail Dom. NSA Mail Fees	-	-	-	-	-	-	-	-	-	-	-	-
Total Standard Mail	16,713,271	17,826,922	(1,113,651)	(6.2)	79,801,009	84,691,659	(4,890,650)	(5.8)	8,426,793	9,092,087	(665,294)	(7.3)
Periodicals Mail:												
In-County	66,496	69,181	(2,685)	(3.9)	631,286	661,561	(30,275)	(4.6)	181,788	192,370	(10,582)	(5.5)
Outside County	1,656,732	1,743,551	(86,819)	(5.0)	6,110,064	6,415,178	(305,114)	(4.8)	2,353,700	2,533,036	(179,336)	(7.1)
Periodicals Mail Fees	8,258	8,402	(144)	(1.7)	-	-	-	-	-	-	-	-
Total Periodicals Mail	1,731,486	1,821,134	(89,648)	(4.9)	6,741,351	7,076,739	(335,389)	(4.7)	2,535,488	2,725,406	(189,918)	(7.0)
Package Services Mail:												
Single-Piece Parcel Post	774,046	732,187	41,859	5.7	70,971	70,181	790	1.1	500,018	487,178	12,841	2.6
Inbound Intl. Surface Parcel Post (at UPU Rates)	20,908	19,809	1,100	5.6	1,115	1,080	35	3.2	19,246	18,403	843	4.6
Inbound Intl. Negotiated Service Agreement Mail	18	26	(8)	(31.2)	8	26	(18)	(69.1)	22	44	(22)	(50.6)
Bound Printed Matter Flats	185,790	204,173	(18,383)	(9.0)	230,522	251,831	(21,310)	(8.5)	341,024	368,728	(27,704)	(7.5)
Bound Printed Matter Parcels	305,492	309,673	(4,181)	(1.4)	243,308	245,279	(1,971)	(0.8)	673,444	668,224	5,220	0.8
Media and Library Mail	320,645	331,869	(11,224)	(3.4)	100,422	107,795	(7,373)	(6.8)	242,752	259,603	(16,850)	(6.5)
Package Services Mail Fees	3,249	3,039	210	6.9	-	-	-	-	-	-	-	-
Total Package Services Mail	1,610,147	1,600,775	9,372	0.6	646,345	676,191	(29,846)	(4.4)	1,776,505	1,802,178	(25,673)	(1.4)

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	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 YTD		Change	
	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	FY 2012 over FY 2011 Percent	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	FY 2012 over FY 2011 Percent	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	FY 2012 over FY 2011 Percent
Express Mail:												
Total Express Mail	801,561	799,500	2,061	0.3	39,823	40,492	(669)	(1.7)	40,971	38,659	2,313	6.0
First-Class Package Service												
Total First Class Package Service 2/	875,654	262,367	613,287	233.8	411,424	129,176	282,248	218.5	139,396	43,650	95,746	219.3
Priority Mail:												
Total Priority Mail	5,939,726	5,636,434	303,292	5.4	824,202	790,257	33,945	4.3	1,693,667	1,693,024	643	0.0
Parcel Select Mail:												
Total Parcel Select Mail 3/	1,341,443	626,102	715,341	114.3	937,631	342,970	594,661	173.4	1,742,123	1,297,727	444,396	34.2
Parcel Return Service Mail:												
Total Parcel Return Service Mail	114,773	92,320	22,453	24.3	46,571	37,867	8,704	23.0	139,626	118,252	21,373	18.1
International Mail:												
Outbound Priority Mail International	813,358	887,455	(74,097)	(8.3)	19,808	23,789	(3,980)	(16.7)	117,665	133,278	(15,613)	(11.7)
Outbound International Expedited Services	339,075	322,111	16,963	5.3	6,437	6,717	(280)	(4.2)	27,348	27,818	(469)	(1.7)
Other Outbound International Mail	467,076	251,347	215,729	85.8	231,039	231,025	14	0.0	67,298	44,084	23,214	52.7
Inbound International	217,671	181,335	36,335	20.0	16,242	16,140	102	0.6	88,950	89,992	(1,042)	(1.2)
International Mail Fees	138	85	52	61.3	-	-	-	-	-	-	-	-
Total International Mail	1,837,317	1,642,334	194,982	11.9	273,525	277,670	(4,145)	(1.5)	301,261	295,172	6,090	2.1
Total Competitive Mail	10,910,474	9,059,058	1,851,416	20.4	2,533,176	1,618,432	914,744	56.5	4,057,045	3,486,485	570,561	16.4

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	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 YTD		Change	
	FY 2012	FY 2011	Amount	Percent	FY 2012	FY 2011	Amount	Percent	FY 2012	FY 2011	Amount	Percent
Total Market Dominant and Competitive												
Total All Mail	61,398,845	62,240,919	(842,074)	(1.4)	159,858,854	168,297,342	(8,438,487)	(5.0)	20,494,787	21,040,946	(546,159)	(2.6)
Total All Services	2,832,772	2,930,720	(97,948)	(3.3)	2,499,316	2,206,584	292,733	13.3				
Total All Mail and Services	64,231,617	65,171,639	(940,021)	(1.4)								
Total All Other Revenue	1,015,613	567,373	448,240	79.0								
Total All Revenue	65,247,230	65,739,011	(491,781)	(0.7)								

RPW SUMMARY REPORT FOOTNOTES: MARKET DOMINANT PRODUCTS SECTION

1/ Not included elsewhere in this report.

2/ Commercial parcels within this category have been shifted to the new First-Class Package Service competitive product category as of October 1, 2011.

3/ Machinable and irregular parcels within this category have been shifted to a Lightweight category under Parcel Select as of January 22, 2012.

4/ Approximately 5.9 million PO Boxes were shifted from Market Dominant to Competitive on January 22, 2012. The revenue from these boxes was taken out of the Market Dominant Post Office Box Service line and moved to the Competitive Post Office Box Service beginning with the Q2 RPW report.

5/ The figures presented for the prior year use a methodology consistent with the methodology used to calculate the current year's figures. This allows for a direct comparison of the years (independent of methodological changes that have occurred). As a result, the prior year's figures shown in this report may differ from those in the previous year.

RPW SUMMARY REPORT FOOTNOTES: COMPETITIVE PRODUCTS SECTION

2/ Commercial parcels within this category have been shifted to the new First-Class Package Service competitive product category as of October 1, 2011.

3/ Machinable and irregular parcels within this category have been shifted to a Lightweight category under Parcel Select as of January 22, 2012.

4/ Approximately 5.9 million PO Boxes were shifted from Market Dominant to Competitive on January 22, 2012. The revenue from these boxes was taken out of the Market Dominant Post Office Box Service line and moved to the Competitive Post Office Box Service beginning with the Q2 RPW report.

5/ The figures presented for the prior year use a methodology consistent with the methodology used to calculate the current year's figures. This allows for a direct comparison of the years (independent of methodological changes that have occurred). As a result, the prior year's figures shown in this report may differ from those in the previous year.

**TABLE 2-A
LETTER MAIL
MARKET DOMINANT PRODUCTS
REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4
FISCAL YEAR 2012 (Jul. 1, 2012-Sep. 30, 2012) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2011
(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		Change	
	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	Percent	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	Percent	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	Percent
First-Class Mail:												
Single-Piece Letters	2,403,861	2,530,258	(126,397)	(5.0)	5,137,603	5,526,343	(388,741)	(7.0)	159,034	172,187	(13,153)	(7.6)
Single-Piece Cards	91,590	94,224	(2,634)	(2.8)	280,041	316,097	(36,056)	(11.4)	1,788	2,020	(233)	(11.5)
Total Single-Piece Letters and Cards	2,495,452	2,624,482	(129,031)	(4.9)	5,417,644	5,842,441	(424,797)	(7.3)	160,821	174,207	(13,386)	(7.7)
Presort Letters	3,468,088	3,610,573	(142,485)	(3.9)	9,539,354	10,027,322	(487,968)	(4.9)	510,712	537,672	(26,960)	(5.0)
Presort Cards	142,866	147,257	(4,390)	(3.0)	593,523	671,867	(78,344)	(11.7)	4,844	5,485	(640)	(11.7)
Total Presort Letters and Cards	3,610,954	3,757,830	(146,876)	(3.9)	10,132,877	10,699,189	(566,312)	(5.3)	515,557	543,157	(27,600)	(5.1)
Flats	5,838	6,988	(1,151)	(16.5)	4,822	4,663	159	3.4	1,561	1,465	97	6.6
Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Domestic Negotiated Serv. Agreement Mail	19,256	0	19,256	0.0	52,744	0	52,744	0.0	3,286	0	3,286	0.0
Outbound First-Class Mail International	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Letter-Post Single-Piece & NSA M:	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
First-Class Mail Fees	13,264	0	13,264	0.0	0	0	0	0.0	0	0	0	0.0
First-Class Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total First-Class Mail	6,144,763	6,389,301	(244,537)	(3.8)	15,608,087	16,546,293	(938,206)	(5.7)	681,225	718,829	(37,604)	(5.2)
Standard Mail:												
High Density and Saturation Letters	191,365	188,610	2,755	1.5	1,382,570	1,393,454	(10,883)	(0.8)	56,850	60,882	(4,033)	(6.6)
High Density and Saturation Flats & Parcels	18,786	18,311	475	2.6	134,162	129,736	4,427	3.4	6,036	5,456	579	10.6
Carrier Route	6,167	5,316	851	16.0	29,876	26,184	3,692	14.1	1,207	1,151	56	4.9
Letters	2,214,888	2,440,477	(225,589)	(9.2)	11,366,372	12,637,488	(1,271,116)	(10.1)	577,811	665,585	(87,774)	(13.2)
Flats	420	495	(76)	(15.2)	970	1,057	(87)	(8.2)	258	273	(15)	(5.4)
Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Domestic Negotiated Serv. Agreement Mail	55,736	1,000	54,736	5474.1	270,043	4,778	265,265	5551.6	12,058	201	11,857	5893.3
Inbound Intl. Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Standard Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Standard Mail Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Standard Mail	2,487,362	2,654,209	(166,848)	(6.3)	13,183,994	14,192,697	(1,008,703)	(7.1)	654,220	733,549	(79,329)	(10.8)
Periodicals Mail:												
In-County	370	408	(38)	(9.3)	4,836	5,389	(553)	(10.3)	253	231	21	9.2
Outside County	2,408	2,778	(370)	(13.3)	10,783	12,631	(1,847)	(14.6)	984	1,068	(83)	(7.8)
Periodicals Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Periodicals Mail	2,778	3,186	(408)	(12.8)	15,620	18,020	(2,400)	(13.3)	1,237	1,299	(62)	(4.8)
Package Services Mail:												
Single-Piece Parcel Post	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Surface Parcel Post (at UPU Rate:	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Negotiated Service Agreement Ma	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Flats	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Media and Library Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Package Services Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0

**LETTER MAIL
COMPETITIVE PRODUCTS
REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4
FISCAL YEAR 2012 (Jul. 1, 2012-Sep. 30, 2012) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2011
(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		Change	
	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	FY 2012 over FY 2011 Percent	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	FY 2012 over FY 2011 Percent	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	FY 2012 over FY 2011 Percent
Express Mail:												
Total Express Mail												
First-Class Package Service												
Total First Class Package Service	0	1,113	(1,112)	(100.0)	0	872	(872)	(100.0)	0	63	(63)	(99.9)
Priority Mail:												
Total Priority Mail	6,385	5,343	1,042	19.5	1,522	1,111	411	37.0	85	87	(2)	(2.7)
Parcel Select Mail:												
Total Parcel Select Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Parcel Return Service Mail:												
Total Parcel Return Service Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
International Mail:												
Outbound Priority Mail International												
Outbound International Expedited Services												
Outbound International Other Services												
Total Outbound International												
Inbound International & NSA Mail												
Total Inbound International												
International Mail Fees												
Total International Mail												
Total Competitive Mail	6,385	6,456	(70)	(1.1)	1,522	1,983	(462)	(23.3)	85	151	(65)	(43.4)

LETTER MAIL
COMPETITIVE PRODUCTS
REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4
FISCAL YEAR 2012 (Jul. 1, 2012-Sep. 30, 2012) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2011
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		Change	
	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	Percent	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	Percent	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	Percent
Ancillary Services:												
Other Domestic Ancillary Services												
International Ancillary Services												
Total Ancillary Services												
Special Services:												
Premium Forwarding Service												
Intl. Money Orders & Money Transfer Service												
Other Domestic Special Services												
Other International Special Services												
Total Special Services												
Total Competitive Services	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Competitive Mail and Services	6,385	6,456	(70)	(1.1)	1,522	1,983	(462)	(23.3)	85	151	(65)	(43.4)
Other Competitive Revenue												
Total Competitive Revenue	6,385	6,456	(70)	(1.1)	1,522	1,983	(462)	(23.3)	85	151	(65)	(43.4)

TABLE 2-A
LETTER MAIL
MARKET DOMINANT PRODUCTS
REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4 YTD
FISCAL YEAR 2012 (Oct. 1, 2011-Sep. 30, 2012) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2011
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 YTD		Change	
	FY 2012	FY 2011	Amount	Percent	FY 2012	FY 2011	Amount	Percent	FY 2012	FY 2011	Amount	Percent
First-Class Mail:												
Single-Piece Letters	10,533,828	11,282,712	(748,884)	(6.6)	22,755,205	24,722,159	(1,966,955)	(8.0)	710,600	776,357	(65,757)	(8.5)
Single-Piece Cards	367,781	383,985	(16,204)	(4.2)	1,158,305	1,312,911	(154,606)	(11.8)	7,404	8,386	(982)	(11.7)
Total Single-Piece Letters and Cards	10,901,609	11,666,697	(765,088)	(6.6)	23,913,510	26,035,071	(2,121,561)	(8.1)	718,004	784,743	(66,739)	(8.5)
Presort Letters	14,479,339	14,814,411	(335,072)	(2.3)	39,935,898	41,516,422	(1,580,524)	(3.8)	2,125,137	2,197,955	(72,818)	(3.3)
Presort Cards	604,602	597,327	7,275	1.2	2,588,140	2,752,430	(164,290)	(6.0)	21,129	22,468	(1,338)	(6.0)
Total Presort Letters and Cards	15,083,941	15,411,738	(327,797)	(2.1)	42,524,039	44,268,852	(1,744,813)	(3.9)	2,146,267	2,220,423	(74,157)	(3.3)
Flats	24,558	28,767	(4,209)	(14.6)	18,996	21,177	(2,180)	(10.3)	6,121	6,597	(476)	(7.2)
Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Domestic Negotiated Serv. Agreement Mail	73,731	0	73,731	0.0	209,577	0	209,577	0.0	13,170	0	13,170	0.0
Outbound First-Class Mail International	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Letter-Post Single-Piece & NSA M:	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
First-Class Mail Fees	56,476	0	56,476	0.0	0	0	0	0.0	0	0	0	0.0
First-Class Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total First-Class Mail	26,140,314	27,107,202	(966,888)	(3.6)	66,666,123	70,325,099	(3,658,977)	(5.2)	2,883,562	3,011,764	(128,202)	(4.3)
Standard Mail:												
High Density and Saturation Letters	766,911	767,935	(1,024)	(0.1)	5,563,559	5,653,875	(90,316)	(1.6)	233,650	237,736	(4,087)	(1.7)
High Density and Saturation Flats & Parcels	76,196	72,697	3,499	4.8	532,082	506,015	26,067	5.2	25,113	22,702	2,411	10.6
Carrier Route	20,707	25,513	(4,806)	(18.8)	101,507	124,650	(23,143)	(18.6)	4,260	5,285	(1,025)	(19.4)
Letters	8,979,153	9,707,531	(728,378)	(7.5)	46,149,847	50,584,190	(4,434,343)	(8.8)	2,378,429	2,666,837	(288,408)	(10.8)
Flats	1,690	1,351	339	25.1	3,582	2,923	659	22.5	955	922	33	3.5
Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Domestic Negotiated Serv. Agreement Mail	194,773	27,551	167,222	607.0	952,844	135,507	817,337	603.2	42,200	6,901	35,299	511.5
Inbound Intl. Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Standard Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Standard Mail Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Standard Mail	10,039,430	10,602,578	(563,148)	(5.3)	53,303,421	57,007,160	(3,703,739)	(6.5)	2,684,606	2,940,383	(255,777)	(8.7)
Periodicals Mail:												
In-County	1,526	1,885	(359)	(19.0)	19,761	24,141	(4,380)	(18.1)	942	1,045	(103)	(9.8)
Outside County	10,377	11,375	(998)	(8.8)	47,330	51,487	(4,157)	(8.1)	4,026	4,203	(176)	(4.2)
Periodicals Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Periodicals Mail	11,903	13,260	(1,357)	(10.2)	67,091	75,628	(8,537)	(11.3)	4,968	5,247	(279)	(5.3)
Package Services Mail:												
Single-Piece Parcel Post	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Surface Parcel Post (at UPU Rate:	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Negotiated Service Agreement Ma	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Flats	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Media and Library Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Package Services Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0

**LETTER MAIL
COMPETITIVE PRODUCTS
REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4 YTD
FISCAL YEAR 2012 (Oct. 1, 2011-Sep. 30, 2012) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2011
(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 YTD		Change	
	FY 2012	FY 2011	Amount	Percent	FY 2012	FY 2011	Amount	Percent	FY 2012	FY 2011	Amount	Percent
Express Mail:												
Total Express Mail												
First-Class Package Service												
Total First Class Package Service	5	1,792	(1,787)	(99.7)	12	1,408	(1,396)	(99.2)	1	121	(121)	(99.5)
Priority Mail:												
Total Priority Mail	22,932	28,044	(5,112)	(18.2)	5,035	5,672	(637)	(11.2)	318	458	(140)	(30.6)
Parcel Select Mail:												
Total Parcel Select Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Parcel Return Service Mail:												
Total Parcel Return Service Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
International Mail:												
Outbound Priority Mail International												
Outbound International Expedited Services												
Outbound International Other Services												
Total Outbound International												
Inbound International & NSA Mail												
Total Inbound International												
International Mail Fees												
Total International Mail												
Total Competitive Mail	22,936	29,836	(6,900)	(23.1)	5,047	7,080	(2,033)	(28.7)	319	580	(261)	(45.0)

LETTER MAIL
COMPETITIVE PRODUCTS
REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4 YTD
FISCAL YEAR 2012 (Oct. 1, 2011-Sep. 30, 2012) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2011
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 YTD		Change	
	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	Percent	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	Percent	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	Percent
Ancillary Services:												
Other Domestic Ancillary Services												
International Ancillary Services												
Total Ancillary Services												
Special Services:												
Premium Forwarding Service												
Intl. Money Orders & Money Transfer Service												
Other Domestic Special Services												
Other International Special Services												
Total Special Services												
Total Competitive Services	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Competitive Mail and Services	22,936	29,836	(6,900)	(23.1)	5,047	7,080	(2,033)	(28.7)	319	580	(261)	(45.0)
Other Competitive Revenue												
Total Competitive Revenue	22,936	29,836	(6,900)	(23.1)	5,047	7,080	(2,033)	(28.7)	319	580	(261)	(45.0)

LETTER MAIL
TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS
REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4 YTD
FISCAL YEAR 2012 (Oct. 1, 2011-Sep. 30, 2012) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2011
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 YTD		Change	
	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	FY 2012 over FY 2011 Percent	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	FY 2012 over FY 2011 Percent	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	FY 2012 over FY 2011 Percent
Total Market Dominant and Competitive												
Total All Mail	36,214,583	37,752,876	(1,538,293)	(4.1)	120,445,622	127,810,664	(7,365,042)	(5.8)	5,585,631	5,970,082	(384,452)	(6.4)
Total All Services	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total All Mail and Services	36,214,583	37,752,876	(1,538,293)	(4.1)	120,445,622	127,810,664	(7,365,042)	(5.8)	5,585,631	5,970,082	(384,452)	(6.4)
Total All Other Revenue												
Total All Revenue	36,214,583	37,752,876	(1,538,293)	(4.1)								

**TABLE 2-B
FLAT MAIL
MARKET DOMINANT PRODUCTS
REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4
FISCAL YEAR 2012 (Jul. 1, 2012-Sep. 30, 2012) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2011
(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		Change	
	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	FY 2012 over FY 2011 Percent	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	FY 2012 over FY 2011 Percent	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	FY 2012 over FY 2011 Percent
First-Class Mail:												
Single-Piece Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Single-Piece Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Single-Piece Letters and Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Presort Letters	0	0	(0)	(81.8)	0	0	0	0.0	0	0	0	0.0
Presort Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Presort Letters and Cards	0	0	(0)	(81.8)	0	0	0	0.0	0	0	0	0.0
Flats	612,744	641,060	(28,316)	(4.4)	468,638	496,614	(27,976)	(5.6)	95,315	100,389	(5,074)	(5.1)
Parcels	19,919	32,506	(12,587)	(38.7)	10,804	18,564	(7,761)	(41.8)	2,861	4,684	(1,823)	(38.9)
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Outbound First-Class Mail International	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Letter-Post Single-Piece & NSA M:	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
First-Class Mail Fees	1,037	0	1,037	0.0	0	0	0	0.0	0	0	0	0.0
First-Class Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total First-Class Mail	633,700	673,566	(39,866)	(5.9)	479,442	515,178	(35,737)	(6.9)	98,175	105,073	(6,898)	(6.6)
Standard Mail:												
High Density and Saturation Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
High Density and Saturation Flats & Parcels	478,230	442,930	35,300	8.0	2,864,817	2,679,677	185,140	6.9	536,148	525,788	10,361	2.0
Carrier Route	558,582	528,649	29,933	5.7	2,249,157	2,175,946	73,210	3.4	495,612	497,155	(1,543)	(0.3)
Letters	33	18	15	83.9	0	0	0	0.0	0	0	0	0.0
Flats	554,483	610,790	(56,307)	(9.2)	1,481,058	1,676,005	(194,947)	(11.6)	373,887	426,222	(52,335)	(12.3)
Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Domestic Negotiated Serv. Agreement Mail	(0)	0	(0)	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Standard Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Standard Mail Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Standard Mail	1,591,328	1,582,387	8,941	0.6	6,595,032	6,531,629	63,403	1.0	1,405,647	1,449,164	(43,517)	(3.0)
Periodicals Mail:												
In-County	15,758	16,294	(536)	(3.3)	149,333	156,742	(7,409)	(4.7)	43,386	45,573	(2,187)	(4.8)
Outside County	396,703	421,947	(25,244)	(6.0)	1,436,244	1,522,240	(85,996)	(5.6)	576,436	620,312	(43,876)	(7.1)
Periodicals Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Periodicals Mail	412,461	438,241	(25,780)	(5.9)	1,585,577	1,678,982	(93,405)	(5.6)	619,822	665,885	(46,063)	(6.9)
Package Services Mail:												
Single-Piece Parcel Post	825	1,010	(185)	(18.3)	166	220	(54)	(24.4)	196	291	(95)	(32.6)
Inbound Intl. Surface Parcel Post (at UPU Rate:	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Negotiated Service Agreement Ma	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Flats	47,142	58,415	(11,272)	(19.3)	58,086	73,305	(15,219)	(20.8)	85,495	110,575	(25,080)	(22.7)
Bound Printed Matter Parcels	8	0	8	0.0	4	0	4	0.0	7	0	7	0.0
Media and Library Mail	5,821	6,189	(369)	(6.0)	2,232	2,473	(241)	(9.8)	2,141	2,366	(225)	(9.5)
Package Services Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	53,796	65,614	(11,818)	(18.0)	60,488	75,998	(15,510)	(20.4)	87,840	113,232	(25,393)	(22.4)

**FLAT MAIL
COMPETITIVE PRODUCTS
REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4
FISCAL YEAR 2012 (Jul. 1, 2012-Sep. 30, 2012) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2011
(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		Change	
	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	FY 2012 over FY 2011 Percent	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	FY 2012 over FY 2011 Percent	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	FY 2012 over FY 2011 Percent
Express Mail:												
Total Express Mail												
First-Class Package Service												
Total First Class Package Service	9,879	11,229	(1,351)	(12.0)	5,153	5,991	(838)	(14.0)	1,108	1,495	(386)	(25.8)
Priority Mail:												
Total Priority Mail	208,866	199,797	9,069	4.5	40,352	39,474	878	2.2	30,845	31,181	(335)	(1.1)
Parcel Select Mail:												
Total Parcel Select Mail	25	0	25	0.0	3	0	3	0.0	2	0	2	0.0
Parcel Return Service Mail:												
Total Parcel Return Service Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
International Mail:												
Outbound Priority Mail International												
Outbound International Expedited Services												
Outbound International Other Services												
Total Outbound International												
Inbound International & NSA Mail												
Total Inbound International												
International Mail Fees												
Total International Mail												
Total Competitive Mail	218,769	211,026	7,743	3.7	45,508	45,464	43	0.1	31,956	32,676	(720)	(2.2)

**FLAT MAIL
COMPETITIVE PRODUCTS
REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4
FISCAL YEAR 2012 (Jul. 1, 2012-Sep. 30, 2012) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2011
(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		Change	
	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	Percent	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	Percent	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	Percent
Ancillary Services:												
Other Domestic Ancillary Services												
International Ancillary Services												
Total Ancillary Services												
Special Services:												
Premium Forwarding Service												
Intl. Money Orders & Money Transfer Service												
Other Domestic Special Services												
Other International Special Services												
Total Special Services												
Total Competitive Services	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Competitive Mail and Services	218,769	211,026	7,743	3.7	45,508	45,464	43	0.1	31,956	32,676	(720)	(2.2)
Other Competitive Revenue												
Total Competitive Revenue	218,769	211,026	7,743	3.7	45,508	45,464	43	0.1	31,956	32,676	(720)	(2.2)

**TABLE 2-B
FLAT MAIL
MARKET DOMINANT PRODUCTS
REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4 YTD
FISCAL YEAR 2012 (Oct. 1, 2011-Sep. 30, 2012) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2011
(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 YTD		Change	
	FY 2012	FY 2011	Amount	Percent	FY 2012	FY 2011	Amount	Percent	FY 2012	FY 2011	Amount	Percent
First-Class Mail:												
Single-Piece Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Single-Piece Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Single-Piece Letters and Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Presort Letters	0	0	0	5.5	0	0	0	0.0	0	0	0	0.0
Presort Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Presort Letters and Cards	0	0	0	5.5	0	0	0	0.0	0	0	0	0.0
Flats	2,643,856	2,776,463	(132,607)	(4.8)	2,030,180	2,196,773	(166,593)	(7.6)	412,476	447,303	(34,827)	(7.8)
Parcels	103,215	154,174	(50,959)	(33.1)	56,499	90,890	(34,391)	(37.8)	14,731	23,365	(8,634)	(37.0)
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Outbound First-Class Mail International	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Letter-Post Single-Piece & NSA M:	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
First-Class Mail Fees	4,458	0	4,458	0.0	0	0	0	0.0	0	0	0	0.0
First-Class Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total First-Class Mail	2,751,529	2,930,637	(179,109)	(6.1)	2,086,679	2,287,663	(200,984)	(8.8)	427,208	470,668	(43,461)	(9.2)
Standard Mail:												
High Density and Saturation Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
High Density and Saturation Flats & Parcels	1,874,424	1,807,695	66,729	3.7	11,237,300	10,918,036	319,264	2.9	2,122,065	2,120,972	1,094	0.1
Carrier Route Letters	2,223,314	2,196,280	27,033	1.2	9,018,042	9,210,977	(192,935)	(2.1)	1,998,293	1,987,662	10,631	0.5
Flats	118	103	15	14.9	0	0	0	0.0	0	0	0	0.0
Parcels	2,226,469	2,488,413	(261,944)	(10.5)	5,932,914	6,777,359	(844,445)	(12.5)	1,494,731	1,709,211	(214,480)	(12.5)
Domestic Negotiated Serv. Agreement Mail	0	2	(2)	(100.0)	0	0	(0)	(100.0)	0	0	(0)	(100.0)
Inbound Intl. Negotiated Serv. Agreement Mail	(0)	10,552	(10,552)	(100.0)	0	40,235	(40,235)	(100.0)	0	11,518	(11,518)	(100.0)
Standard Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Standard Mail Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Standard Mail	6,324,324	6,503,044	(178,720)	(2.7)	26,188,256	26,946,607	(758,351)	(2.8)	5,615,090	5,829,364	(214,274)	(3.7)
Periodicals Mail:												
In-County	64,848	67,195	(2,347)	(3.5)	610,671	636,742	(26,071)	(4.1)	180,471	190,994	(10,522)	(5.5)
Outside County	1,642,079	1,728,194	(86,115)	(5.0)	6,057,313	6,358,107	(300,794)	(4.7)	2,340,432	2,521,026	(180,594)	(7.2)
Periodicals Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Periodicals Mail	1,706,927	1,795,389	(88,462)	(4.9)	6,667,984	6,994,850	(326,865)	(4.7)	2,520,903	2,712,020	(191,116)	(7.0)
Package Services Mail:												
Single-Piece Parcel Post	4,163	5,972	(1,809)	(30.3)	775	1,217	(442)	(36.3)	891	1,647	(757)	(45.9)
Inbound Intl. Surface Parcel Post (at UPU Rate:	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Negotiated Service Agreement Ma	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Flats	185,790	204,173	(18,383)	(9.0)	230,522	251,831	(21,310)	(8.5)	341,024	368,728	(27,704)	(7.5)
Bound Printed Matter Parcels	8	0	8	0.0	4	0	4	0.0	7	0	7	0.0
Media and Library Mail	23,404	26,165	(2,761)	(10.6)	9,017	10,365	(1,348)	(13.0)	8,622	10,125	(1,503)	(14.8)
Package Services Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	213,365	236,311	(22,945)	(9.7)	240,317	263,412	(23,095)	(8.8)	350,544	380,500	(29,956)	(7.9)

**FLAT MAIL
COMPETITIVE PRODUCTS
REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4 YTD
FISCAL YEAR 2012 (Oct. 1, 2011-Sep. 30, 2012) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2011
(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 YTD		Change	
	FY 2012	FY 2011	Amount	Percent	FY 2012	FY 2011	Amount	Percent	FY 2012	FY 2011	Amount	Percent
Express Mail:												
Total Express Mail												
First-Class Package Service												
Total First Class Package Service	41,253	18,973	22,280	117.4	22,245	10,177	12,068	118.6	4,643	2,444	2,199	89.9
Priority Mail:												
Total Priority Mail	839,525	840,057	(532)	(0.1)	163,500	165,832	(2,332)	(1.4)	121,580	129,055	(7,475)	(5.8)
Parcel Select Mail:												
Total Parcel Select Mail	163	0	163	0.0	27	0	27	0.0	12	0	12	0.0
Parcel Return Service Mail:												
Total Parcel Return Service Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
International Mail:												
Outbound Priority Mail International												
Outbound International Expedited Services												
Outbound International Other Services												
Total Outbound International												
Inbound International & NSA Mail												
Total Inbound International												
International Mail Fees												
Total International Mail												
Total Competitive Mail	880,942	859,030	21,912	2.6	185,772	176,009	9,764	5.5	126,235	131,500	(5,265)	(4.0)

**FLAT MAIL
COMPETITIVE PRODUCTS
REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4 YTD
FISCAL YEAR 2012 (Oct. 1, 2011-Sep. 30, 2012) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2011
(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 YTD		Change	
	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	Percent	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	Percent	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	Percent
Ancillary Services:												
Other Domestic Ancillary Services												
International Ancillary Services												
Total Ancillary Services												
Special Services:												
Premium Forwarding Service												
Intl. Money Orders & Money Transfer Service												
Other Domestic Special Services												
Other International Special Services												
Total Special Services												
Total Competitive Services	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Competitive Mail and Services	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Other Competitive Revenue												
Total Competitive Revenue	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0

FLAT MAIL
TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS
REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4 YTD
FISCAL YEAR 2012 (Oct. 1, 2011-Sep. 30, 2012) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2011
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 YTD		Change	
	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	FY 2012 over FY 2011 Percent	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	FY 2012 over FY 2011 Percent	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	FY 2012 over FY 2011 Percent
Total Market Dominant and Competitive												
Total All Mail	11,877,087	12,324,411	(447,324)	(3.6)	35,406,441	36,708,577	(1,302,136)	(3.5)	9,048,268	9,532,268	(483,999)	(5.1)
Total All Services	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total All Mail and Services	11,877,087	12,324,411	(447,324)	(3.6)	35,406,441	36,708,577	(1,302,136)	(3.5)	9,048,268	9,532,268	(483,999)	(5.1)
Total All Other Revenue												
Total All Revenue	11,877,087	12,324,411	(447,324)	(3.6)								

**TABLE 2-C
PARCEL MAIL
MARKET DOMINANT PRODUCTS
REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4
FISCAL YEAR 2012 (Jul. 1, 2012-Sep. 30, 2012) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2011
(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		Change	
	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	FY 2012 over FY 2011 Percent	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	FY 2012 over FY 2011 Percent	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	FY 2012 over FY 2011 Percent
First-Class Mail:												
Single-Piece Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Single-Piece Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Single-Piece Letters and Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Presort Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Presort Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Presort Letters and Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Flats	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Parcels	116,160	143,546	(27,386)	(19.1)	48,829	65,595	(16,766)	(25.6)	15,649	21,878	(6,228)	(28.5)
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Outbound First-Class Mail International	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Letter-Post Single-Piece & NSA M:	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
First-Class Mail Fees	419	0	419	0.0	0	0	0	0.0	0	0	0	0.0
First-Class Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total First-Class Mail	116,579	143,546	(26,966)	(18.8)	48,829	65,595	(16,766)	(25.6)	15,649	21,878	(6,228)	(28.5)
Standard Mail:												
High Density and Saturation Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
High Density and Saturation Flats & Parcels	47	64	(17)	(27.1)	110	125	(15)	(11.8)	30	90	(60)	(67.0)
Carrier Route	45	19	26	134.6	60	29	31	104.7	31	11	20	184.5
Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Flats	480	371	109	29.5	1,049	830	219	26.4	31	34	(3)	(8.7)
Parcels	16,447	165,887	(149,440)	(90.1)	15,740	179,166	(163,426)	(91.2)	5,185	78,046	(72,861)	(93.4)
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Standard Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Standard Mail Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Standard Mail	17,019	166,341	(149,322)	(89.8)	16,959	180,150	(163,191)	(90.6)	5,277	78,181	(72,904)	(93.3)
Periodicals Mail:												
In-County	28	35	(7)	(18.9)	214	241	(27)	(11.1)	89	109	(20)	(18.5)
Outside County	1,002	1,106	(104)	(9.4)	1,155	1,552	(398)	(25.6)	2,279	2,055	224	10.9
Periodicals Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Periodicals Mail	1,030	1,141	(111)	(9.7)	1,369	1,793	(424)	(23.7)	2,368	2,165	204	9.4
Package Services Mail:												
Single-Piece Parcel Post	175,661	166,951	8,710	5.2	15,424	14,994	430	2.9	118,125	117,076	1,049	0.9
Inbound Intl. Surface Parcel Post (at UPU Rate:	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Negotiated Service Agreement Ma	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Flats	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Parcels	82,561	78,337	4,223	5.4	66,031	61,902	4,129	6.7	187,363	166,558	20,805	12.5
Media and Library Mail	77,460	80,249	(2,789)	(3.5)	23,342	24,849	(1,507)	(6.1)	61,622	67,034	(5,412)	(8.1)
Package Services Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	335,682	325,537	10,145	3.1	104,797	101,745	3,052	3.0	367,111	350,669	16,442	4.7

**PARCEL MAIL
COMPETITIVE PRODUCTS
REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4
FISCAL YEAR 2012 (Jul. 1, 2012-Sep. 30, 2012) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2011
(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		Change	
	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	FY 2012 over FY 2011 Percent	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	FY 2012 over FY 2011 Percent	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	FY 2012 over FY 2011 Percent
Express Mail:												
Total Express Mail												
First-Class Package Service												
Total First Class Package Service	231,794	136,002	95,792	70.4	107,137	65,932	41,206	62.5	36,722	23,091	13,631	59.0
Priority Mail:												
Total Priority Mail	1,177,091	1,106,792	70,298	6.4	153,816	145,245	8,571	5.9	364,614	367,029	(2,415)	(0.7)
Parcel Select Mail:												
Total Parcel Select Mail	388,191	158,542	229,649	144.9	278,473	84,238	194,236	230.6	412,347	318,034	94,313	29.7
Parcel Return Service Mail:												
Total Parcel Return Service Mail	26,786	23,840	2,945	12.4	11,309	9,820	1,489	15.2	33,289	29,903	3,387	11.3
International Mail:												
Outbound Priority Mail International												
Outbound International Expedited Services												
Outbound International Other Services												
Total Outbound International												
Inbound International & NSA Mail												
Total Inbound International												
International Mail Fees												
Total International Mail												
Total Competitive Mail	1,823,861	1,425,177	398,684	28.0	550,735	305,234	245,501	80.4	846,972	738,056	108,915	14.8

**PARCEL MAIL
COMPETITIVE PRODUCTS
REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4
FISCAL YEAR 2012 (Jul. 1, 2012-Sep. 30, 2012) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2011
(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		Change	
	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	Percent	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	Percent	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	Percent
Ancillary Services:												
Other Domestic Ancillary Services												
International Ancillary Services												
Total Ancillary Services												
Special Services:												
Premium Forwarding Service												
Intl. Money Orders & Money Transfer Service												
Other Domestic Special Services												
Other International Special Services												
Total Special Services												
Total Competitive Services	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Competitive Mail and Services	1,823,861	1,425,177	398,684	28.0	550,735	305,234	245,501	80.4	846,972	738,056	108,915	14.8
Other Competitive Revenue												
Total Competitive Revenue	1,823,861	1,425,177	398,684	28.0	550,735	305,234	245,501	80.4	846,972	738,056	108,915	14.8

**TABLE 2-C
PARCEL MAIL
MARKET DOMINANT PRODUCTS
REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4 YTD
FISCAL YEAR 2012 (Oct. 1, 2011-Sep. 30, 2012) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2011
(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 YTD		Change	
	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	FY 2012 over FY 2011 Percent	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	FY 2012 over FY 2011 Percent	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	FY 2012 over FY 2011 Percent
First-Class Mail:												
Single-Piece Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Single-Piece Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Single-Piece Letters and Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Presort Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Presort Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Presort Letters and Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Flats	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Parcels	545,518	867,542	(322,024)	(37.1)	236,914	417,632	(180,718)	(43.3)	76,512	141,685	(65,173)	(46.0)
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Outbound First-Class Mail International	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Letter-Post Single-Piece & NSA M:	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
First-Class Mail Fees	1,582	0	1,582	0.0	0	0	0	0.0	0	0	0	0.0
First-Class Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total First-Class Mail	547,100	867,542	(320,442)	(36.9)	236,914	417,632	(180,718)	(43.3)	76,512	141,685	(65,173)	(46.0)
Standard Mail:												
High Density and Saturation Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
High Density and Saturation Flats & Parcels	449	251	198	78.7	893	518	375	72.5	403	349	55	15.6
Carrier Route	272	212	60	28.4	398	301	96	31.9	167	138	30	21.5
Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Flats	1,430	1,315	115	8.7	3,138	2,903	235	8.1	123	133	(10)	(7.8)
Parcels	284,858	650,672	(365,814)	(56.2)	303,559	733,769	(430,211)	(58.6)	126,286	321,571	(195,284)	(60.7)
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Standard Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Standard Mail Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Standard Mail	287,009	652,450	(365,441)	(56.0)	307,987	737,492	(429,505)	(58.2)	126,980	322,191	(195,211)	(60.6)
Periodicals Mail:												
In-County	121	100	21	20.7	855	678	176	26.0	375	331	43	13.1
Outside County	4,277	3,982	295	7.4	5,421	5,584	(163)	(2.9)	9,242	7,808	1,435	18.4
Periodicals Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Periodicals Mail	4,398	4,083	315	7.7	6,276	6,262	14	0.2	9,617	8,139	1,478	18.2
Package Services Mail:												
Single-Piece Parcel Post	769,855	726,198	43,657	6.0	70,196	68,964	1,232	1.8	499,127	485,530	13,597	2.8
Inbound Intl. Surface Parcel Post (at UPU Rate:	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Negotiated Service Agreement Ma	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Flats	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Parcels	305,482	309,671	(4,190)	(1.4)	243,304	245,279	(1,975)	(0.8)	673,437	668,224	5,213	0.8
Media and Library Mail	297,169	305,650	(8,481)	(2.8)	91,405	97,430	(6,025)	(6.2)	234,130	249,478	(15,348)	(6.2)
Package Services Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	1,372,506	1,341,520	30,987	2.3	404,905	411,673	(6,768)	(1.6)	1,406,695	1,403,232	3,463	0.2

**PARCEL MAIL
COMPETITIVE PRODUCTS
REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4 YTD
FISCAL YEAR 2012 (Oct. 1, 2011-Sep. 30, 2012) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2011
(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 YTD		Change	
	FY 2012	FY 2011	Amount	Percent	FY 2012	FY 2011	Amount	Percent	FY 2012	FY 2011	Amount	Percent
Express Mail:												
Total Express Mail												
First-Class Package Service												
Total First Class Package Service	834,396	241,603	592,794	245.4	389,167	117,592	271,575	230.9	134,752	41,084	93,668	228.0
Priority Mail:												
Total Priority Mail	5,076,508	4,767,148	309,360	6.5	655,667	618,753	36,914	6.0	1,571,769	1,563,511	8,258	0.5
Parcel Select Mail:												
Total Parcel Select Mail	1,341,280	626,102	715,177	114.2	937,604	342,970	594,634	173.4	1,742,111	1,297,727	444,384	34.2
Parcel Return Service Mail:												
Total Parcel Return Service Mail	114,773	92,320	22,453	24.3	46,571	37,867	8,704	23.0	139,626	118,252	21,373	18.1
International Mail:												
Outbound Priority Mail International												
Outbound International Expedited Services												
Outbound International Other Services												
Total Outbound International												
Inbound International & NSA Mail												
Total Inbound International												
International Mail Fees												
Total International Mail												
Total Competitive Mail	7,366,958	5,727,173	1,639,785	28.6	2,029,009	1,117,181	911,827	81.6	3,588,259	3,020,575	567,684	18.8

**PARCEL MAIL
COMPETITIVE PRODUCTS
REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4 YTD
FISCAL YEAR 2012 (Oct. 1, 2011-Sep. 30, 2012) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2011
(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 YTD		Change	
	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	Percent	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	Percent	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	Percent
Ancillary Services:												
Other Domestic Ancillary Services												
International Ancillary Services												
Total Ancillary Services												
Special Services:												
Premium Forwarding Service												
Intl. Money Orders & Money Transfer Service												
Other Domestic Special Services												
Other International Special Services												
Total Special Services												
Total Competitive Services	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Competitive Mail and Services	7,366,958	5,727,173	1,639,785	28.6	2,029,009	1,117,181	911,827	81.6	3,588,259	3,020,575	567,684	18.8
Other Competitive Revenue												
Total Competitive Revenue	7,366,958	5,727,173	1,639,785	28.6	2,029,009	1,117,181	911,827	81.6	3,588,259	3,020,575	567,684	18.8

**TABLE 3-A
STAMPED MAIL
MARKET DOMINANT PRODUCTS
REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4
FISCAL YEAR 2012 (Jul. 1, 2012-Sep. 30, 2012) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2011
(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		Change	
	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	FY 2012 over FY 2011 Percent	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	FY 2012 over FY 2011 Percent	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	FY 2012 over FY 2011 Percent
First-Class Mail:												
Single-Piece Letters	1,229,002	1,324,345	(95,344)	(7.2)	2,662,446	2,873,973	(211,527)	(7.4)	69,477	74,688	(5,211)	(7.0)
Single-Piece Cards	49,983	52,770	(2,787)	(5.3)	151,306	171,837	(20,531)	(11.9)	946	1,074	(128)	(11.9)
Total Single-Piece Letters and Cards	1,278,984	1,377,115	(98,131)	(7.1)	2,813,752	3,045,810	(232,058)	(7.6)	70,422	75,762	(5,340)	(7.0)
Presort Letters	47,787	42,167	5,621	13.3	127,038	113,568	13,470	11.9	5,668	4,334	1,334	30.8
Presort Cards	594	1,162	(568)	(48.9)	2,402	5,240	(2,838)	(54.2)	13	30	(17)	(56.7)
Total Presort Letters and Cards	48,381	43,328	5,053	11.7	129,440	118,808	10,632	8.9	5,681	4,364	1,317	30.2
Flats	56,041	63,656	(7,616)	(12.0)	40,347	44,652	(4,304)	(9.6)	7,639	8,469	(830)	(9.8)
Parcels	12,247	13,875	(1,628)	(11.7)	6,278	7,696	(1,418)	(18.4)	1,478	1,847	(369)	(20.0)
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Outbound First-Class Mail International	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Letter-Post Single-Piece & NSA M.	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
First-Class Mail Fees	232	283	(51)	(18.1)	0	0	0	0.0	0	0	0	0.0
First-Class Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total First-Class Mail	1,395,885	1,498,258	(102,372)	(6.8)	2,989,817	3,216,966	(227,149)	(7.1)	85,220	90,443	(5,223)	(5.8)
Standard Mail:												
High Density and Saturation Letters	1,109	1,466	(357)	(24.3)	7,783	10,427	(2,644)	(25.4)	276	327	(51)	(15.5)
High Density and Saturation Flats & Parcels	34	105	(71)	(67.7)	216	718	(503)	(69.9)	15	79	(64)	(81.0)
Carrier Route	269	181	89	49.1	989	706	283	40.0	173	107	66	61.4
Letters	133,794	127,385	6,409	5.0	789,385	773,133	16,251	2.1	42,823	42,334	489	1.2
Flats	6,011	5,739	272	4.7	20,234	18,853	1,381	7.3	3,377	3,253	125	3.8
Parcels	94	173	(78)	(45.3)	65	166	(101)	(60.7)	15	18	(3)	(16.5)
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Standard Mail Fees	0	8	(8)	(100.0)	0	0	0	0.0	0	0	0	0.0
Standard Mail Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Standard Mail	141,312	135,056	6,256	4.6	818,672	804,004	14,667	1.8	46,679	46,118	562	1.2
Periodicals Mail:												
In-County	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Outside County	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Periodicals Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Periodicals Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Package Services Mail:												
Single-Piece Parcel Post	2,051	2,833	(782)	(27.6)	239	322	(82)	(25.6)	964	1,586	(622)	(39.2)
Inbound Intl. Surface Parcel Post (at UPU Rate:	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Negotiated Service Agreement Ma	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Flats	0	0	(0)	(100.0)	0	0	(0)	(100.0)	0	0	(0)	(100.0)
Bound Printed Matter Parcels	1	0	1	0.0	1	0	1	0.0	1	0	1	0.0
Media and Library Mail	1,254	1,507	(252)	(16.8)	427	509	(82)	(16.0)	649	986	(337)	(34.2)
Package Services Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	3,307	4,341	(1,034)	(23.8)	667	831	(163)	(19.7)	1,613	2,572	(958)	(37.3)

**STAMPED MAIL
COMPETITIVE PRODUCTS
REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4
FISCAL YEAR 2012 (Jul. 1, 2012-Sep. 30, 2012) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2011
(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		Change	
	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	FY 2011 Percent	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	FY 2011 Percent	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	FY 2011 Percent
Express Mail:												
Total Express Mail												
First-Class Package Service												
Total First Class Package Service	290	113	177	155.9	164	80	84	105.3	37	18	19	110.4
Priority Mail:												
Total Priority Mail	23,227	28,151	(4,924)	(17.5)	3,787	4,716	(929)	(19.7)	4,926	6,161	(1,234)	(20.0)
Parcel Select Mail:												
Total Parcel Select Mail	1	0	1	0.0	1	0	1	0.0	0	0	0	0.0
Parcel Return Service Mail:												
Total Parcel Return Service Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
International Mail:												
Outbound Priority Mail International												
Outbound International Expedited Services												
Outbound International Other Services												
Total Outbound International												
Inbound International & NSA Mail												
Total Inbound International												
International Mail Fees												
Total International Mail												
Total Competitive Mail	23,518	28,265	(4,747)	(16.8)	3,951	4,795	(845)	(17.6)	4,964	6,178	(1,215)	(19.7)

**STAMPED MAIL
COMPETITIVE PRODUCTS
REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4
FISCAL YEAR 2012 (Jul. 1, 2012-Sep. 30, 2012) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2011
(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		Change	
	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	FY 2012 over FY 2011 Percent	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	FY 2012 over FY 2011 Percent	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	FY 2012 over FY 2011 Percent
Ancillary Services:												
Other Domestic Ancillary Services												
International Ancillary Services												
Total Ancillary Services												
Special Services:												
Premium Forwarding Service												
Intl. Money Orders & Money Transfer Service												
Other Domestic Special Services												
Other International Special Services												
Total Special Services												
Total Competitive Services	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Competitive Mail and Services	23,518	28,265	(4,747)	(16.8)	3,951	4,795	(845)	(17.6)	4,964	6,178	(1,215)	(19.7)
Other Competitive Revenue												
Total Competitive Revenue	23,518	28,265	(4,747)	(16.8)	3,951	4,795	(845)	(17.6)	4,964	6,178	(1,215)	(19.7)

**TABLE 3-A
STAMPED MAIL
MARKET DOMINANT PRODUCTS
REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4 YTD
FISCAL YEAR 2012 (Oct. 1, 2011-Sep. 30, 2012) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2011
(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 YTD		Change	
	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	FY 2012 over FY 2011 Percent	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	FY 2012 over FY 2011 Percent	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	FY 2012 over FY 2011 Percent
First-Class Mail:												
Single-Piece Letters	5,614,439	6,051,090	(436,651)	(7.2)	12,283,764	13,324,963	(1,041,199)	(7.8)	332,476	359,424	(26,948)	(7.5)
Single-Piece Cards	201,483	214,519	(13,036)	(6.1)	628,743	722,442	(93,699)	(13.0)	3,930	4,515	(586)	(13.0)
Total Single-Piece Letters and Cards	5,815,922	6,265,609	(449,687)	(7.2)	12,912,507	14,047,406	(1,134,899)	(8.1)	336,405	363,940	(27,534)	(7.6)
Presort Letters	201,160	189,711	11,449	6.0	537,196	515,349	21,847	4.2	23,023	20,417	2,607	12.8
Presort Cards	3,070	4,867	(1,797)	(36.9)	12,992	22,132	(9,141)	(41.3)	68	131	(63)	(48.3)
Total Presort Letters and Cards	204,230	194,578	9,652	5.0	550,188	537,481	12,706	2.4	23,091	20,548	2,543	12.4
Flats	251,898	279,853	(27,955)	(10.0)	178,178	202,964	(24,786)	(12.2)	34,677	39,233	(4,556)	(11.6)
Parcels	55,988	58,219	(2,231)	(3.8)	28,954	32,859	(3,905)	(11.9)	7,023	8,130	(1,108)	(13.6)
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Outbound First-Class Mail International	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Letter-Post Single-Piece & NSA M.	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
First-Class Mail Fees	1,083	1,865	(782)	(41.9)	0	0	0	0.0	0	0	0	0.0
First-Class Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total First-Class Mail	6,329,121	6,800,125	(471,004)	(6.9)	13,669,827	14,820,711	(1,150,883)	(7.8)	401,196	431,851	(30,654)	(7.1)
Standard Mail:												
High Density and Saturation Letters	5,864	5,949	(85)	(1.4)	42,418	45,001	(2,582)	(5.7)	1,378	1,440	(62)	(4.3)
High Density and Saturation Flats & Parcels	188	312	(123)	(39.6)	1,189	1,963	(774)	(39.4)	75	150	(75)	(50.1)
Carrier Route	1,123	741	382	51.5	5,129	3,216	1,913	59.5	824	324	501	154.7
Letters	539,122	540,739	(1,616)	(0.3)	3,262,606	3,307,299	(44,693)	(1.4)	179,634	181,939	(2,305)	(1.3)
Flats	19,379	20,183	(804)	(4.0)	63,332	64,382	(1,050)	(1.6)	10,629	11,314	(685)	(6.1)
Parcels	659	1,117	(458)	(41.0)	686	1,485	(799)	(53.8)	93	200	(107)	(53.6)
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Standard Mail Fees	0	41	(41)	(100.0)	0	0	0	0.0	0	0	0	0.0
Standard Mail Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Standard Mail	566,336	569,082	(2,746)	(0.5)	3,375,361	3,423,346	(47,985)	(1.4)	192,633	195,367	(2,734)	(1.4)
Periodicals Mail:												
In-County	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Outside County	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Periodicals Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Periodicals Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Package Services Mail:												
Single-Piece Parcel Post	11,733	11,910	(177)	(1.5)	1,320	1,417	(98)	(6.9)	5,901	6,498	(597)	(9.2)
Inbound Intl. Surface Parcel Post (at UPU Rate:	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Negotiated Service Agreement Ma	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Flats	32	6	25	405.9	14	3	11	428.6	10	3	7	255.2
Bound Printed Matter Parcels	49	16	33	206.3	17	6	11	179.7	36	8	28	341.8
Media and Library Mail	5,549	6,195	(646)	(10.4)	1,868	2,136	(268)	(12.6)	2,897	3,781	(884)	(23.4)
Package Services Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	17,362	18,127	(764)	(4.2)	3,218	3,562	(344)	(9.7)	8,843	10,289	(1,446)	(14.1)

**STAMPED MAIL
COMPETITIVE PRODUCTS
REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4 YTD
FISCAL YEAR 2012 (Oct. 1, 2011-Sep. 30, 2012) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2011
(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 YTD		Change	
	FY 2012	FY 2011	Amount	Percent	FY 2012	FY 2011	Amount	Percent	FY 2012	FY 2011	Amount	Percent
Express Mail:												
Total Express Mail												
First-Class Package Service												
Total First Class Package Service	1,357	155	1,201	772.6	732	111	621	561.5	193	25	168	674.6
Priority Mail:												
Total Priority Mail	109,874	127,961	(18,087)	(14.1)	17,747	21,390	(3,642)	(17.0)	24,649	28,248	(3,599)	(12.7)
Parcel Select Mail:												
Total Parcel Select Mail	1	0	1	0.0	1	0	1	0.0	0	0	0	0.0
Parcel Return Service Mail:												
Total Parcel Return Service Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
International Mail:												
Outbound Priority Mail International												
Outbound International Expedited Services												
Outbound International Other Services												
Total Outbound International												
Inbound International & NSA Mail												
Total Inbound International												
International Mail Fees												
Total International Mail												
Total Competitive Mail	111,231	128,117	(16,885)	(13.2)	18,480	21,501	(3,021)	(14.0)	24,842	28,273	(3,431)	(12.1)

**STAMPED MAIL
COMPETITIVE PRODUCTS
REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4 YTD
FISCAL YEAR 2012 (Oct. 1, 2011-Sep. 30, 2012) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2011
(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 YTD		Change	
	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	FY 2012 over FY 2011 Percent	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	FY 2012 over FY 2011 Percent	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	FY 2012 over FY 2011 Percent
Ancillary Services:												
Other Domestic Ancillary Services												
International Ancillary Services												
Total Ancillary Services												
Special Services:												
Premium Forwarding Service												
Intl. Money Orders & Money Transfer Service												
Other Domestic Special Services												
Other International Special Services												
Total Special Services												
Total Competitive Services	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Competitive Mail and Services	111,231	128,117	(16,885)	(13.2)	18,480	21,501	(3,021)	(14.0)	24,842	28,273	(3,431)	(12.1)
Other Competitive Revenue												
Total Competitive Revenue	111,231	128,117	(16,885)	(13.2)	18,480	21,501	(3,021)	(14.0)	24,842	28,273	(3,431)	(12.1)

STAMPED MAIL
TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS
REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4 YTD
FISCAL YEAR 2012 (Oct. 1, 2011-Sep. 30, 2012) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2011
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 YTD		Change	
	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	FY 2012 over FY 2011 Percent	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	FY 2012 over FY 2011 Percent	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	FY 2012 over FY 2011 Percent
Total Market Dominant and Competitive												
Total All Mail	7,024,050	7,515,450	(491,399)	(6.5)	17,066,925	18,269,190	(1,202,265)	(6.6)	627,514	665,781	(38,266)	(5.7)
Total All Services	56,503	46,883	9,621	20.5	0	0	0	0.0	0	0	0	0.0
Total All Mail and Services	7,080,554	7,562,332	(481,779)	(6.4)	17,066,925	18,269,190	(1,202,265)	(6.6)	627,514	665,781	(38,266)	(5.7)
Total All Other Revenue												
Total All Revenue	7,080,554	7,562,332	(481,779)	(6.4)								

**TABLE 3-B
METERED MAIL
MARKET DOMINANT PRODUCTS
REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4
FISCAL YEAR 2012 (Jul. 1, 2012-Sep. 30, 2012) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2011
(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		Change	
	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	FY 2012 over FY 2011 Percent	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	FY 2012 over FY 2011 Percent	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	FY 2012 over FY 2011 Percent
First-Class Mail:												
Single-Piece Letters	38,176	44,310	(6,135)	(13.8)	80,394	97,135	(16,741)	(17.2)	2,799	3,219	(420)	(13.1)
Single-Piece Cards	1,257	1,665	(407)	(24.5)	3,874	5,715	(1,841)	(32.2)	24	36	(12)	(32.2)
Total Single-Piece Letters and Cards	39,433	45,975	(6,542)	(14.2)	84,268	102,850	(18,582)	(18.1)	2,823	3,255	(432)	(13.3)
Presort Letters	1,148,388	1,289,967	(141,579)	(11.0)	3,166,934	3,627,343	(460,409)	(12.7)	169,613	190,994	(21,381)	(11.2)
Presort Cards	1,218	1,280	(62)	(4.9)	5,009	5,720	(711)	(12.4)	47	59	(12)	(19.9)
Total Presort Letters and Cards	1,149,606	1,291,247	(141,641)	(11.0)	3,171,943	3,633,063	(461,120)	(12.7)	169,660	191,053	(21,392)	(11.2)
Flats	56,807	63,563	(6,756)	(10.6)	69,498	80,667	(11,169)	(13.8)	7,959	8,890	(931)	(10.5)
Parcels	2,877	3,878	(1,001)	(25.8)	1,259	1,818	(558)	(30.7)	432	637	(205)	(32.1)
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Outbound First-Class Mail International	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Letter-Post Single-Piece & NSA M.	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
First-Class Mail Fees	0	0	(0)	(100.0)	0	0	0	0.0	0	0	0	0.0
First-Class Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total First-Class Mail	1,248,723	1,404,663	(155,941)	(11.1)	3,326,969	3,818,398	(491,429)	(12.9)	180,874	203,834	(22,960)	(11.3)
Standard Mail:												
High Density and Saturation Letters	405	619	(214)	(34.6)	2,808	4,320	(1,512)	(35.0)	92	111	(19)	(17.1)
High Density and Saturation Flats & Parcels	2	23	(21)	(92.7)	10	143	(133)	(93.0)	0	16	(16)	(99.7)
Carrier Route	319	316	3	1.0	1,692	1,736	(45)	(2.6)	283	260	23	9.0
Letters	85,869	83,156	2,712	3.3	489,496	464,183	25,313	5.5	28,164	27,418	746	2.7
Flats	4,062	4,331	(269)	(6.2)	12,650	13,826	(1,177)	(8.5)	2,678	2,823	(146)	(5.2)
Parcels	224	872	(648)	(74.4)	172	647	(475)	(73.4)	25	14	11	81.9
Domestic Negotiated Serv. Agreement Mail	0	153	(153)	(100.0)	0	674	(674)	(100.0)	0	25	(25)	(100.0)
Inbound Intl. Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Standard Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Standard Mail Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Standard Mail	90,880	89,469	1,411	1.6	506,828	485,529	21,299	4.4	31,243	30,668	575	1.9
Periodicals Mail:												
In-County	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Outside County	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Periodicals Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Periodicals Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Package Services Mail:												
Single-Piece Parcel Post	1,984	2,762	(778)	(28.2)	215	266	(51)	(19.2)	1,004	1,536	(532)	(34.6)
Inbound Intl. Surface Parcel Post (at UPU Rate:	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Negotiated Service Agreement Ma	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Flats	30	0	30	0.0	11	0	11	0.0	12	0	12	0.0
Bound Printed Matter Parcels	32	4	28	644.6	13	2	11	639.6	23	2	21	1023.1
Media and Library Mail	951	1,233	(282)	(22.9)	294	415	(121)	(29.1)	714	970	(256)	(26.4)
Package Services Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	2,997	4,000	(1,003)	(25.1)	534	683	(150)	(21.9)	1,754	2,509	(755)	(30.1)

**METERED MAIL
COMPETITIVE PRODUCTS**
REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4
FISCAL YEAR 2012 (Jul. 1, 2012-Sep. 30, 2012) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2011
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		Change	
	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	FY 2011 Percent	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	FY 2011 Percent	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	FY 2011 Percent
Express Mail:												
Total Express Mail												
First-Class Package Service												
Total First Class Package Service	342	350	(8)	(2.3)	201	209	(8)	(4.0)	46	53	(7)	(12.7)
Priority Mail:												
Total Priority Mail	13,357	17,204	(3,847)	(22.4)	1,881	2,493	(612)	(24.5)	3,677	4,903	(1,226)	(25.0)
Parcel Select Mail:												
Total Parcel Select Mail	424	2	421	17975.7	275	1	275	37223.4	113	1	112	10100.2
Parcel Return Service Mail:												
Total Parcel Return Service Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
International Mail:												
Outbound Priority Mail International												
Outbound International Expedited Services												
Outbound International Other Services												
Total Outbound International												
Inbound International & NSA Mail												
Total Inbound International												
International Mail Fees												
Total International Mail												
Total Competitive Mail	14,122	17,555	(3,434)	(19.6)	2,357	2,703	(346)	(12.8)	3,836	4,957	(1,121)	(22.6)

**METERED MAIL
COMPETITIVE PRODUCTS**
REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4
FISCAL YEAR 2012 (Jul. 1, 2012-Sep. 30, 2012) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2011
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		Change	
	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	FY 2012 over FY 2011 Percent	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	FY 2012 over FY 2011 Percent	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	FY 2012 over FY 2011 Percent
Ancillary Services:												
Other Domestic Ancillary Services												
International Ancillary Services												
Total Ancillary Services												
Special Services:												
Premium Forwarding Service												
Intl. Money Orders & Money Transfer Service												
Other Domestic Special Services												
Other International Special Services												
Total Special Services												
Total Competitive Services	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Competitive Mail and Services	14,122	17,555	(3,434)	(19.6)	2,357	2,703	(346)	(12.8)	3,836	4,957	(1,121)	(22.6)
Other Competitive Revenue												
Total Competitive Revenue	14,122	17,555	(3,434)	(19.6)	2,357	2,703	(346)	(12.8)	3,836	4,957	(1,121)	(22.6)

METERED MAIL
TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS
REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4
FISCAL YEAR 2012 (Jul. 1, 2012-Sep. 30, 2012) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2011
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		Change	
	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	FY 2012 over FY 2011 Percent	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	FY 2012 over FY 2011 Percent	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	FY 2012 over FY 2011 Percent
Total Market Dominant and Competitive												
Total All Mail	1,356,721	1,515,688	(158,967)	(10.5)	3,836,689	4,307,315	(470,626)	(10.9)	217,714	241,975	(24,261)	(10.0)
Total All Services	6,815	5,397	1,417	26.3	0	0	0	0.0	0	0	0	0.0
Total All Mail and Services	1,363,536	1,521,085	(157,549)	(10.4)	3,836,689	4,307,315	(470,626)	(10.9)	217,714	241,975	(24,261)	(10.0)
Total All Other Revenue												
Total All Revenue	1,363,536	1,521,085	(157,549)	(10.4)								

**TABLE 3-B
METERED MAIL
MARKET DOMINANT PRODUCTS
REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4 YTD
FISCAL YEAR 2012 (Oct. 1, 2011-Sep. 30, 2012) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2011
(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 YTD		Change	
	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	FY 2012 over FY 2011 Percent	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	FY 2012 over FY 2011 Percent	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	FY 2012 over FY 2011 Percent
First-Class Mail:												
Single-Piece Letters	165,454	240,863	(75,409)	(31.3)	353,830	525,640	(171,810)	(32.7)	12,017	17,658	(5,641)	(31.9)
Single-Piece Cards	5,120	7,897	(2,777)	(35.2)	16,382	27,646	(11,264)	(40.7)	102	173	(70)	(40.7)
Total Single-Piece Letters and Cards	170,574	248,759	(78,186)	(31.4)	370,212	553,286	(183,074)	(33.1)	12,120	17,830	(5,711)	(32.0)
Presort Letters	4,866,199	5,149,753	(283,554)	(5.5)	13,516,159	14,629,180	(1,113,021)	(7.6)	719,425	755,382	(35,957)	(4.8)
Presort Cards	5,184	5,141	43	0.8	21,781	23,223	(1,442)	(6.2)	214	237	(23)	(9.8)
Total Presort Letters and Cards	4,871,383	5,154,894	(283,511)	(5.5)	13,537,940	14,652,403	(1,114,463)	(7.6)	719,639	755,620	(35,980)	(4.8)
Flats	242,990	276,688	(33,698)	(12.2)	300,480	334,606	(34,126)	(10.2)	33,555	40,051	(6,495)	(16.2)
Parcels	13,463	18,467	(5,004)	(27.1)	6,007	9,355	(3,348)	(35.8)	2,069	3,121	(1,052)	(33.7)
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Outbound First-Class Mail International	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Letter-Post Single-Piece & NSA M.	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
First-Class Mail Fees	0	2	(1)	(92.4)	0	0	0	0.0	0	0	0	0.0
First-Class Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total First-Class Mail	5,298,410	5,698,810	(400,400)	(7.0)	14,214,639	15,549,650	(1,335,011)	(8.6)	767,383	816,621	(49,238)	(6.0)
Standard Mail:												
High Density and Saturation Letters	2,063	2,047	16	0.8	14,390	14,432	(42)	(0.3)	444	476	(33)	(6.8)
High Density and Saturation Flats & Parcels	25	79	(54)	(68.4)	119	463	(344)	(74.3)	23	53	(31)	(57.4)
Carrier Route	615	727	(112)	(15.4)	3,087	3,718	(631)	(17.0)	402	410	(8)	(2.0)
Letters	350,718	336,054	14,665	4.4	1,975,969	1,883,626	92,342	4.9	118,167	115,521	2,646	2.3
Flats	14,980	16,194	(1,213)	(7.5)	42,436	46,844	(4,408)	(9.4)	8,402	9,327	(926)	(9.9)
Parcels	1,706	4,233	(2,527)	(59.7)	1,260	3,218	(1,958)	(60.9)	116	235	(118)	(50.4)
Domestic Negotiated Serv. Agreement Mail	0	10,754	(10,754)	(100.0)	0	51,678	(51,678)	(100.0)	0	2,009	(2,009)	(100.0)
Inbound Intl. Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Standard Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Standard Mail Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Standard Mail	370,108	370,087	20	0.0	2,037,261	2,003,979	33,281	1.7	127,553	128,032	(479)	(0.4)
Periodicals Mail:												
In-County	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Outside County	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Periodicals Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Periodicals Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Package Services Mail:												
Single-Piece Parcel Post	10,282	13,420	(3,138)	(23.4)	1,070	1,458	(388)	(26.6)	5,396	7,551	(2,155)	(28.5)
Inbound Intl. Surface Parcel Post (at UPU Rate:	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Negotiated Service Agreement Ma	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Flats	40	53	(13)	(24.8)	15	24	(10)	(39.3)	20	29	(9)	(31.7)
Bound Printed Matter Parcels	56	54	1	2.6	22	15	7	48.7	40	67	(27)	(39.8)
Media and Library Mail	3,959	5,751	(1,792)	(31.2)	1,326	1,975	(649)	(32.9)	2,752	4,358	(1,606)	(36.9)
Package Services Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	14,336	19,278	(4,942)	(25.6)	2,432	3,472	(1,040)	(30.0)	8,208	12,005	(3,797)	(31.6)

**METERED MAIL
COMPETITIVE PRODUCTS
REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4 YTD
FISCAL YEAR 2012 (Oct. 1, 2011-Sep. 30, 2012) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2011
(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 YTD		Change	
	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	FY 2011 Percent	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	FY 2011 Percent	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	FY 2011 Percent
Express Mail:												
Total Express Mail												
First-Class Package Service												
Total First Class Package Service	1,436	784	652	83.2	801	478	322	67.3	204	111	93	83.5
Priority Mail:												
Total Priority Mail	65,983	88,840	(22,857)	(25.7)	9,238	12,785	(3,546)	(27.7)	18,598	25,774	(7,176)	(27.8)
Parcel Select Mail:												
Total Parcel Select Mail	1,162	18	1,144	6400.0	767	5	762	15488.6	312	9	303	3441.6
Parcel Return Service Mail:												
Total Parcel Return Service Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
International Mail:												
Outbound Priority Mail International												
Outbound International Expedited Services												
Outbound International Other Services												
Total Outbound International												
Inbound International & NSA Mail												
Total Inbound International												
International Mail Fees												
Total International Mail												
Total Competitive Mail	68,581	89,641	(21,061)	(23.5)	10,806	13,268	(2,462)	(18.6)	19,114	25,894	(6,780)	(26.2)

**METERED MAIL
COMPETITIVE PRODUCTS
REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4 YTD
FISCAL YEAR 2012 (Oct. 1, 2011-Sep. 30, 2012) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2011
(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 YTD		Change	
	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	FY 2012 over FY 2011 Percent	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	FY 2012 over FY 2011 Percent	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	FY 2012 over FY 2011 Percent
Ancillary Services:												
Other Domestic Ancillary Services												
International Ancillary Services												
Total Ancillary Services												
Special Services:												
Premium Forwarding Service												
Intl. Money Orders & Money Transfer Service												
Other Domestic Special Services												
Other International Special Services												
Total Special Services												
Total Competitive Services	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Competitive Mail and Services	68,581	89,641	(21,061)	(23.5)	10,806	13,268	(2,462)	(18.6)	19,114	25,894	(6,780)	(26.2)
Other Competitive Revenue												
Total Competitive Revenue	68,581	89,641	(21,061)	(23.5)	10,806	13,268	(2,462)	(18.6)	19,114	25,894	(6,780)	(26.2)

METERED MAIL
TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS
REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4 YTD
FISCAL YEAR 2012 (Oct. 1, 2011-Sep. 30, 2012) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2011
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 YTD		Change	
	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	FY 2012 over FY 2011 Percent	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	FY 2012 over FY 2011 Percent	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	FY 2012 over FY 2011 Percent
Total Market Dominant and Competitive												
Total All Mail	5,751,435	6,177,817	(426,382)	(6.9)	16,265,148	17,570,380	(1,305,233)	(7.4)	922,289	982,588	(60,298)	(6.1)
Total All Services	24,432	36,007	(11,576)	(32.1)	0	0	0	0.0	0	0	0	0.0
Total All Mail and Services	5,775,867	6,213,824	(437,957)	(7.0)	16,265,148	17,570,380	(1,305,233)	(7.4)	922,289	982,588	(60,298)	(6.1)
Total All Other Revenue												
Total All Revenue	5,775,867	6,213,824	(437,957)	(7.0)								

TABLE 3-C
IBI MAIL
MARKET DOMINANT PRODUCTS
REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4
FISCAL YEAR 2012 (Jul. 1, 2012-Sep. 30, 2012) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2011
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		Change	
	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	FY 2012 over FY 2011 Percent	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	FY 2012 over FY 2011 Percent	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	FY 2012 over FY 2011 Percent
First-Class Mail:												
Single-Piece Letters	980,552	970,553	9,999	1.0	2,061,587	2,136,809	(75,222)	(3.5)	71,995	75,225	(3,230)	(4.3)
Single-Piece Cards	27,363	26,918	444	1.7	84,015	93,982	(9,968)	(10.6)	525	587	(62)	(10.6)
Total Single-Piece Letters and Cards	1,007,915	997,471	10,444	1.0	2,145,602	2,230,791	(85,190)	(3.8)	72,520	75,812	(3,292)	(4.3)
Presort Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Presort Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Presort Letters and Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Flats	354,076	374,107	(20,032)	(5.4)	234,206	251,495	(17,289)	(6.9)	52,816	57,081	(4,265)	(7.5)
Parcels	49,741	83,789	(34,048)	(40.6)	22,766	40,255	(17,489)	(43.4)	7,209	13,220	(6,011)	(45.5)
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Outbound First-Class Mail International	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Letter-Post Single-Piece & NSA M.	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
First-Class Mail Fees	17	45	(27)	(60.9)	0	0	0	0.0	0	0	0	0.0
First-Class Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total First-Class Mail	1,411,748	1,455,412	(43,664)	(3.0)	2,402,574	2,522,542	(119,967)	(4.8)	132,545	146,114	(13,569)	(9.3)
Standard Mail:												
High Density and Saturation Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
High Density and Saturation Flats & Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Carrier Route	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Flats	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Standard Mail Fees	0	47	(47)	(100.0)	0	0	0	0.0	0	0	0	0.0
Standard Mail Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Standard Mail	0	47	(47)	(100.0)	0	0	0	0.0	0	0	0	0.0
Periodicals Mail:												
In-County	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Outside County	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Periodicals Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Periodicals Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Package Services Mail:												
Single-Piece Parcel Post	55,408	48,986	6,422	13.1	5,755	5,250	505	9.6	25,970	24,510	1,460	6.0
Inbound Intl. Surface Parcel Post (at UPU Rate:	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Negotiated Service Agreement Ma	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Flats	149	190	(41)	(21.8)	60	82	(22)	(26.7)	67	94	(26)	(28.1)
Bound Printed Matter Parcels	170	228	(58)	(25.3)	58	73	(15)	(20.1)	138	211	(73)	(34.8)
Media and Library Mail	49,069	46,973	2,096	4.5	15,469	15,425	44	0.3	33,794	33,056	738	2.2
Package Services Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	104,796	96,377	8,419	8.7	21,343	20,829	513	2.5	59,969	57,871	2,098	3.6

**IBI MAIL
COMPETITIVE PRODUCTS
REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4
FISCAL YEAR 2012 (Jul. 1, 2012-Sep. 30, 2012) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2011
(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		Change	
	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	FY 2011 Percent	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	FY 2011 Percent	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	FY 2011 Percent
Express Mail:												
Total Express Mail												
First-Class Package Service												
Total First Class Package Service	187,385	94,755	92,630	97.8	86,912	46,084	40,828	88.6	29,270	15,240	14,030	92.1
Priority Mail:												
Total Priority Mail	862,203	750,778	111,425	14.8	127,642	112,276	15,366	13.7	230,129	212,858	17,271	8.1
Parcel Select Mail:												
Total Parcel Select Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Parcel Return Service Mail:												
Total Parcel Return Service Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
International Mail:												
Outbound Priority Mail International												
Outbound International Expedited Services												
Outbound International Other Services												
Total Outbound International												
Inbound International & NSA Mail												
Total Inbound International												
International Mail Fees												
Total International Mail												
Total Competitive Mail	1,049,588	845,533	204,055	24.1	214,554	158,360	56,194	35.5	259,399	228,098	31,301	13.7

IBI MAIL
COMPETITIVE PRODUCTS
REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4
FISCAL YEAR 2012 (Jul. 1, 2012-Sep. 30, 2012) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2011
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		Change	
	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	FY 2012 over FY 2011 Percent	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	FY 2012 over FY 2011 Percent	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	FY 2012 over FY 2011 Percent
Ancillary Services:												
Other Domestic Ancillary Services												
International Ancillary Services												
Total Ancillary Services												
Special Services:												
Premium Forwarding Service												
Intl. Money Orders & Money Transfer Service												
Other Domestic Special Services												
Other International Special Services												
Total Special Services												
Total Competitive Services	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Competitive Mail and Services	1,049,588	845,533	204,055	24.1	214,554	158,360	56,194	35.5	259,399	228,098	31,301	13.7
Other Competitive Revenue												
Total Competitive Revenue	1,049,588	845,533	204,055	24.1	214,554	158,360	56,194	35.5	259,399	228,098	31,301	13.7

IBI MAIL
TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS
REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4
FISCAL YEAR 2012 (Jul. 1, 2012-Sep. 30, 2012) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2011
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		Change	
	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	FY 2012 over FY 2011 Percent	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	FY 2012 over FY 2011 Percent	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	FY 2012 over FY 2011 Percent
Total Market Dominant and Competitive												
Total All Mail	2,566,133	2,397,370	168,763	7.0	2,638,471	2,701,731	(63,260)	(2.3)	451,912	432,082	19,830	4.6
Total All Services	163,687	166,841	(3,154)	(1.9)	0	0	0	0.0	0	0	0	0.0
Total All Mail and Services	2,729,820	2,564,211	165,609	6.5	2,638,471	2,701,731	(63,260)	(2.3)	451,912	432,082	19,830	4.6
Total All Other Revenue												
Total All Revenue	2,729,820	2,564,211	165,609	6.5								

TABLE 3-C
IBI MAIL
MARKET DOMINANT PRODUCTS
REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4 YTD
FISCAL YEAR 2012 (Oct. 1, 2011-Sep. 30, 2012) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2011
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 YTD		Change	
	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	FY 2012 over FY 2011 Percent	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	FY 2012 over FY 2011 Percent	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	FY 2012 over FY 2011 Percent
First-Class Mail:												
Single-Piece Letters	4,041,996	4,140,017	(98,021)	(2.4)	8,585,441	9,003,214	(417,773)	(4.6)	298,700	314,042	(15,342)	(4.9)
Single-Piece Cards	106,998	108,573	(1,575)	(1.5)	337,751	375,262	(37,511)	(10.0)	2,111	2,345	(234)	(10.0)
Total Single-Piece Letters and Cards	4,148,994	4,248,590	(99,596)	(2.3)	8,923,192	9,378,476	(455,284)	(4.9)	300,811	316,388	(15,577)	(4.9)
Presort Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Presort Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Presort Letters and Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Flats	1,516,182	1,596,301	(80,119)	(5.0)	1,003,224	1,108,529	(105,305)	(9.5)	228,515	251,438	(22,923)	(9.1)
Parcels	269,951	536,804	(266,853)	(49.7)	126,187	265,163	(138,976)	(52.4)	40,089	88,652	(48,563)	(54.8)
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Outbound First-Class Mail International	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Letter-Post Single-Piece & NSA M.	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
First-Class Mail Fees	26	662	(636)	(96.1)	0	0	0	0.0	0	0	0	0.0
First-Class Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total First-Class Mail	5,935,152	6,382,357	(447,204)	(7.0)	10,052,603	10,752,168	(699,565)	(6.5)	569,415	656,478	(87,063)	(13.3)
Standard Mail:												
High Density and Saturation Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
High Density and Saturation Flats & Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Carrier Route	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Flats	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Standard Mail Fees	0	291	(291)	(100.0)	0	0	0	0.0	0	0	0	0.0
Standard Mail Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Standard Mail	0	291	(291)	(100.0)	0	0	0	0.0	0	0	0	0.0
Periodicals Mail:												
In-County	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Outside County	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Periodicals Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Periodicals Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Package Services Mail:												
Single-Piece Parcel Post	236,655	212,194	24,461	11.5	25,103	23,837	1,267	5.3	108,904	101,432	7,472	7.4
Inbound Intl. Surface Parcel Post (at UPU Rate:	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Negotiated Service Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Flats	556	720	(164)	(22.8)	247	318	(71)	(22.3)	257	357	(100)	(28.0)
Bound Printed Matter Parcels	845	900	(55)	(6.1)	286	290	(4)	(1.3)	651	829	(179)	(21.5)
Media and Library Mail	187,498	178,689	8,809	4.9	60,095	59,781	315	0.5	128,326	123,159	5,167	4.2
Package Services Mail Fees	0	41	(41)	(100.0)	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	425,554	392,544	33,010	8.4	85,733	84,226	1,507	1.8	238,138	225,778	12,360	5.5

**IBI MAIL
COMPETITIVE PRODUCTS
REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4 YTD
FISCAL YEAR 2012 (Oct. 1, 2011-Sep. 30, 2012) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2011
(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 YTD		Change	
	FY 2012	FY 2011	Amount	Percent	FY 2012	FY 2011	Amount	Percent	FY 2012	FY 2011	Amount	Percent
Express Mail:												
Total Express Mail												
First-Class Package Service												
Total First Class Package Service	661,330	156,424	504,907	322.8	309,404	76,127	233,277	306.4	104,168	25,032	79,135	316.1
Priority Mail:												
Total Priority Mail	3,497,222	3,052,569	444,653	14.6	516,241	456,134	60,107	13.2	922,626	845,124	77,502	9.2
Parcel Select Mail:												
Total Parcel Select Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Parcel Return Service Mail:												
Total Parcel Return Service Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
International Mail:												
Outbound Priority Mail International												
Outbound International Expedited Services												
Outbound International Other Services												
Total Outbound International												
Inbound International & NSA Mail												
Total Inbound International												
International Mail Fees												
Total International Mail												
Total Competitive Mail	4,158,552	3,208,993	949,559	29.6	825,645	532,262	293,384	55.1	1,026,793	870,156	156,637	18.0

IBI MAIL
COMPETITIVE PRODUCTS
REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4 YTD
FISCAL YEAR 2012 (Oct. 1, 2011-Sep. 30, 2012) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2011
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 YTD		Change	
	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	FY 2012 over FY 2011 Percent	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	FY 2012 over FY 2011 Percent	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	FY 2012 over FY 2011 Percent
Ancillary Services:												
Other Domestic Ancillary Services												
International Ancillary Services												
Total Ancillary Services												
Special Services:												
Premium Forwarding Service												
Intl. Money Orders & Money Transfer Service												
Other Domestic Special Services												
Other International Special Services												
Total Special Services												
Total Competitive Services	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Competitive Mail and Services	4,158,552	3,208,993	949,559	29.6	825,645	532,262	293,384	55.1	1,026,793	870,156	156,637	18.0
Other Competitive Revenue												
Total Competitive Revenue	4,158,552	3,208,993	949,559	29.6	825,645	532,262	293,384	55.1	1,026,793	870,156	156,637	18.0

IBI MAIL
TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS
REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4 YTD
FISCAL YEAR 2012 (Oct. 1, 2011-Sep. 30, 2012) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2011
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 YTD		Change	
	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	FY 2012 over FY 2011 Percent	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	FY 2012 over FY 2011 Percent	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	FY 2012 over FY 2011 Percent
Total Market Dominant and Competitive												
Total All Mail	10,519,258	9,984,184	535,074	5.4	10,963,981	11,368,656	(404,675)	(3.6)	1,834,346	1,752,412	81,934	4.7
Total All Services	685,697	690,587	(4,890)	(0.7)	0	0	0	0.0	0	0	0	0.0
Total All Mail and Services	11,204,955	10,674,771	530,184	5.0	10,963,981	11,368,656	(404,675)	(3.6)	1,834,346	1,752,412	81,934	4.7
Total All Other Revenue												
Total All Revenue	11,204,955	10,674,771	530,184	5.0								

TABLE 3-D
PVI MAIL
MARKET DOMINANT PRODUCTS
REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4
FISCAL YEAR 2012 (Jul. 1, 2012-Sep. 30, 2012) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2011
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		Change	
	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	FY 2012 over FY 2011 Percent	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	FY 2012 over FY 2011 Percent	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	FY 2012 over FY 2011 Percent
First-Class Mail:												
Single-Piece Letters	8,898	9,310	(412)	(4.4)	15,967	16,773	(806)	(4.8)	955	1,035	(79)	(7.7)
Single-Piece Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Single-Piece Letters and Cards	8,898	9,310	(412)	(4.4)	15,967	16,773	(806)	(4.8)	955	1,035	(79)	(7.7)
Presort Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Presort Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Presort Letters and Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Flats	30,495	32,208	(1,714)	(5.3)	19,515	20,948	(1,433)	(6.8)	4,706	5,019	(314)	(6.2)
Parcels	62,452	59,399	3,053	5.1	25,709	27,285	(1,576)	(5.8)	8,256	8,708	(452)	(5.2)
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Outbound First-Class Mail International	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Letter-Post Single-Piece & NSA M.	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
First-Class Mail Fees	0	8	(8)	(100.0)	0	0	0	0.0	0	0	0	0.0
First-Class Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total First-Class Mail	101,845	100,926	919	0.9	61,190	65,005	(3,815)	(5.9)	13,917	14,763	(845)	(5.7)
Standard Mail:												
High Density and Saturation Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
High Density and Saturation Flats & Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Carrier Route	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Flats	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Standard Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Standard Mail Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Standard Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Periodicals Mail:												
In-County	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Outside County	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Periodicals Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Periodicals Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Package Services Mail:												
Single-Piece Parcel Post	101,870	98,684	3,187	3.2	8,172	8,269	(97)	(1.2)	64,355	63,387	968	1.5
Inbound Intl. Surface Parcel Post (at UPU Rate:	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Negotiated Service Agreement Ma	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Flats	0	3	(3)	(100.0)	0	1	(1)	(100.0)	0	1	(1)	(100.0)
Bound Printed Matter Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Media and Library Mail	22,732	25,040	(2,307)	(9.2)	6,437	7,264	(828)	(11.4)	19,954	22,659	(2,705)	(11.9)
Package Services Mail Fees	0	6	(6)	(100.0)	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	124,603	123,732	871	0.7	14,609	15,534	(925)	(6.0)	84,309	86,047	(1,738)	(2.0)

**PVI MAIL
COMPETITIVE PRODUCTS
REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4
FISCAL YEAR 2012 (Jul. 1, 2012-Sep. 30, 2012) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2011
(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		Change	
	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	FY 2011 Percent	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	FY 2011 Percent	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	FY 2011 Percent
Express Mail:												
Total Express Mail												
First-Class Package Service												
Total First Class Package Service	0	13	(13)	(100.0)	0	7	(7)	(100.0)	0	1	(1)	(100.0)
Priority Mail:												
Total Priority Mail	336,046	346,675	(10,629)	(3.1)	39,565	41,735	(2,170)	(5.2)	102,995	111,991	(8,996)	(8.0)
Parcel Select Mail:												
Total Parcel Select Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Parcel Return Service Mail:												
Total Parcel Return Service Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
International Mail:												
Outbound Priority Mail International												
Outbound International Expedited Services												
Outbound International Other Services												
Total Outbound International												
Inbound International & NSA Mail												
Total Inbound International												
International Mail Fees												
Total International Mail												
Total Competitive Mail	336,046	346,687	(10,642)	(3.1)	39,565	41,742	(2,177)	(5.2)	102,995	111,992	(8,998)	(8.0)

PVI MAIL
COMPETITIVE PRODUCTS
REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4
FISCAL YEAR 2012 (Jul. 1, 2012-Sep. 30, 2012) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2011
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		Change	
	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	FY 2012 over FY 2011 Percent	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	FY 2012 over FY 2011 Percent	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	FY 2012 over FY 2011 Percent
Ancillary Services:												
Other Domestic Ancillary Services												
International Ancillary Services												
Total Ancillary Services												
Special Services:												
Premium Forwarding Service												
Intl. Money Orders & Money Transfer Service												
Other Domestic Special Services												
Other International Special Services												
Total Special Services												
Total Competitive Services	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Competitive Mail and Services	336,046	346,687	(10,642)	(3.1)	39,565	41,742	(2,177)	(5.2)	102,995	111,992	(8,998)	(8.0)
Other Competitive Revenue												
Total Competitive Revenue	336,046	346,687	(10,642)	(3.1)	39,565	41,742	(2,177)	(5.2)	102,995	111,992	(8,998)	(8.0)

PVI MAIL
TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS
REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4
FISCAL YEAR 2012 (Jul. 1, 2012-Sep. 30, 2012) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2011
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		Change	
	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	FY 2012 over FY 2011 Percent	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	FY 2012 over FY 2011 Percent	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	FY 2012 over FY 2011 Percent
Total Market Dominant and Competitive												
Total All Mail	562,494	571,345	(8,851)	(1.5)	115,364	122,281	(6,917)	(5.7)	201,221	212,801	(11,581)	(5.4)
Total All Services	84,125	104,767	(20,641)	(19.7)	0	0	0	0.0	0	0	0	0.0
Total All Mail and Services	646,619	676,112	(29,493)	(4.4)	115,364	122,281	(6,917)	(5.7)	201,221	212,801	(11,581)	(5.4)
Total All Other Revenue												
Total All Revenue	646,619	676,112	(29,493)	(4.4)								

**TABLE 3-D
PVI MAIL
MARKET DOMINANT PRODUCTS
REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4 YTD
FISCAL YEAR 2012 (Oct. 1, 2011-Sep. 30, 2012) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2011
(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 YTD		Change	
	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	FY 2012 over FY 2011 Percent	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	FY 2012 over FY 2011 Percent	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	FY 2012 over FY 2011 Percent
First-Class Mail:												
Single-Piece Letters	43,052	44,045	(993)	(2.3)	76,555	80,017	(3,462)	(4.3)	4,677	4,994	(317)	(6.4)
Single-Piece Cards	8	25	(18)	(70.4)	23	90	(67)	(74.0)	0	1	(0)	(74.0)
Total Single-Piece Letters and Cards	43,059	44,071	(1,011)	(2.3)	76,579	80,108	(3,529)	(4.4)	4,677	4,995	(318)	(6.4)
Presort Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Presort Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Presort Letters and Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Flats	140,632	143,936	(3,304)	(2.3)	91,410	97,959	(6,550)	(6.7)	21,515	22,994	(1,479)	(6.4)
Parcels	262,291	246,095	16,196	6.6	111,551	118,504	(6,953)	(5.9)	36,007	38,040	(2,033)	(5.3)
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Outbound First-Class Mail International	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Letter-Post Single-Piece & NSA M.	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
First-Class Mail Fees	0	49	(49)	(100.0)	0	0	0	0.0	0	0	0	0.0
First-Class Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total First-Class Mail	445,982	434,150	11,832	2.7	279,539	296,570	(17,031)	(5.7)	62,200	66,029	(3,830)	(5.8)
Standard Mail:												
High Density and Saturation Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
High Density and Saturation Flats & Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Carrier Route	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Flats	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Standard Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Standard Mail Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Standard Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Periodicals Mail:												
In-County	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Outside County	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Periodicals Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Periodicals Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Package Services Mail:												
Single-Piece Parcel Post	451,492	435,415	16,076	3.7	38,223	38,736	(513)	(1.3)	274,792	269,396	5,397	2.0
Inbound Intl. Surface Parcel Post (at UPU Rate:	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Negotiated Service Agreement Ma	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Flats	11	3	8	319.4	5	1	4	345.5	4	1	3	624.0
Bound Printed Matter Parcels	0	16	(16)	(100.0)	0	5	(5)	(100.0)	0	11	(11)	(100.0)
Media and Library Mail	84,300	90,577	(6,278)	(6.9)	24,531	27,008	(2,477)	(9.2)	71,938	79,861	(7,923)	(9.9)
Package Services Mail Fees	0	37	(37)	(100.0)	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	535,802	526,049	9,753	1.9	62,759	65,750	(2,991)	(4.5)	346,734	349,269	(2,535)	(0.7)

**PVI MAIL
COMPETITIVE PRODUCTS
REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4 YTD
FISCAL YEAR 2012 (Oct. 1, 2011-Sep. 30, 2012) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2011
(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 YTD		Change	
	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	FY 2012 over FY 2011 Percent	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	FY 2012 over FY 2011 Percent	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	FY 2012 over FY 2011 Percent
Express Mail:												
Total Express Mail												
First-Class Package Service												
Total First Class Package Service	106	13	93	741.0	43	7	36	549.1	18	1	17	1400.1
Priority Mail:												
Total Priority Mail	1,582,011	1,642,968	(60,957)	(3.7)	183,099	193,955	(10,856)	(5.6)	487,295	530,965	(43,670)	(8.2)
Parcel Select Mail:												
Total Parcel Select Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Parcel Return Service Mail:												
Total Parcel Return Service Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
International Mail:												
Outbound Priority Mail International												
Outbound International Expedited Services												
Outbound International Other Services												
Total Outbound International												
Inbound International & NSA Mail												
Total Inbound International												
International Mail Fees												
Total International Mail												
Total Competitive Mail	1,582,117	1,642,980	(60,863)	(3.7)	183,142	193,961	(10,820)	(5.6)	487,313	530,966	(43,653)	(8.2)

PVI MAIL
COMPETITIVE PRODUCTS
REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4 YTD
FISCAL YEAR 2012 (Oct. 1, 2011-Sep. 30, 2012) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2011
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 YTD		Change	
	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	FY 2012 over FY 2011 Percent	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	FY 2012 over FY 2011 Percent	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	FY 2012 over FY 2011 Percent
Ancillary Services:												
Other Domestic Ancillary Services												
International Ancillary Services												
Total Ancillary Services												
Special Services:												
Premium Forwarding Service												
Intl. Money Orders & Money Transfer Service												
Other Domestic Special Services												
Other International Special Services												
Total Special Services												
Total Competitive Services	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Competitive Mail and Services	1,582,117	1,642,980	(60,863)	(3.7)	183,142	193,961	(10,820)	(5.6)	487,313	530,966	(43,653)	(8.2)
Other Competitive Revenue												
Total Competitive Revenue	1,582,117	1,642,980	(60,863)	(3.7)	183,142	193,961	(10,820)	(5.6)	487,313	530,966	(43,653)	(8.2)

PVI MAIL
TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS
REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4 YTD
FISCAL YEAR 2012 (Oct. 1, 2011-Sep. 30, 2012) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2011
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 YTD		Change	
	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	FY 2012 over FY 2011 Percent	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	FY 2012 over FY 2011 Percent	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	FY 2012 over FY 2011 Percent
Total Market Dominant and Competitive												
Total All Mail	2,563,901	2,603,179	(39,278)	(1.5)	525,440	556,282	(30,842)	(5.5)	896,247	946,264	(50,018)	(5.3)
Total All Services	394,620	452,644	(58,024)	(12.8)	0	0	0	0.0	0	0	0	0.0
Total All Mail and Services	2,958,522	3,055,824	(97,302)	(3.2)	525,440	556,282	(30,842)	(5.5)	896,247	946,264	(50,018)	(5.3)
Total All Other Revenue												
Total All Revenue	2,958,522	3,055,824	(97,302)	(3.2)								

**TABLE 3-E
PERMIT IMPRINT MAIL
MARKET DOMINANT PRODUCTS
REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4
FISCAL YEAR 2012 (Jul. 1, 2012-Sep. 30, 2012) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2011
(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		Change	
	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	FY 2012 over FY 2011 Percent	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	FY 2012 over FY 2011 Percent	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	FY 2012 over FY 2011 Percent
First-Class Mail:												
Single-Piece Letters	142,082	177,723	(35,641)	(20.1)	306,186	393,012	(86,826)	(22.1)	13,446	17,716	(4,270)	(24.1)
Single-Piece Cards	12,799	12,783	16	0.1	40,273	44,279	(4,006)	(9.0)	289	321	(32)	(10.0)
Total Single-Piece Letters and Cards	154,882	190,507	(35,625)	(18.7)	346,459	437,292	(90,832)	(20.8)	13,735	18,037	(4,302)	(23.9)
Presort Letters	2,271,912	2,278,439	(6,527)	(0.3)	6,245,382	6,286,411	(41,029)	(0.7)	335,431	342,344	(6,913)	(2.0)
Presort Cards	141,054	144,815	(3,760)	(2.6)	586,112	660,907	(74,795)	(11.3)	4,784	5,396	(611)	(11.3)
Total Presort Letters and Cards	2,412,966	2,423,254	(10,288)	(0.4)	6,831,494	6,947,318	(115,824)	(1.7)	340,215	347,740	(7,525)	(2.2)
Flats	119,847	112,508	7,340	6.5	108,992	102,239	6,754	6.6	23,553	22,066	1,487	6.7
Parcels	8,094	14,372	(6,278)	(43.7)	3,367	6,778	(3,412)	(50.3)	1,038	2,034	(995)	(48.9)
Domestic Negotiated Serv. Agreement Mail	19,256	0	19,256	0.0	52,744	0	52,744	0.0	3,286	0	3,286	0.0
Outbound First-Class Mail International	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Letter-Post Single-Piece & NSA M.	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
First-Class Mail Fees	14,459	15,461	(1,002)	(6.5)	0	0	0	0.0	0	0	0	0.0
First-Class Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total First-Class Mail	2,729,505	2,756,102	(26,597)	(1.0)	7,343,056	7,493,627	(150,571)	(2.0)	381,827	389,876	(8,049)	(2.1)
Standard Mail:												
High Density and Saturation Letters	189,851	186,525	3,326	1.8	1,371,980	1,378,707	(6,727)	(0.5)	56,481	60,444	(3,963)	(6.6)
High Density and Saturation Flats & Parcels	497,027	461,177	35,850	7.8	2,998,864	2,808,676	190,187	6.8	542,199	531,239	10,960	2.1
Carrier Route	564,206	533,488	30,718	5.8	2,276,411	2,199,717	76,694	3.5	496,394	497,951	(1,556)	(0.3)
Letters	1,995,259	2,229,954	(234,695)	(10.5)	10,087,491	11,400,172	(1,312,681)	(11.5)	506,824	595,833	(89,009)	(14.9)
Flats	545,310	601,586	(56,276)	(9.4)	1,450,194	1,645,213	(195,019)	(11.9)	368,120	420,452	(52,332)	(12.4)
Parcels	16,129	164,842	(148,714)	(90.2)	15,503	178,353	(162,851)	(91.3)	5,145	78,014	(72,870)	(93.4)
Domestic Negotiated Serv. Agreement Mail	55,736	847	54,889	6479.0	270,043	4,104	265,939	6479.7	12,058	176	11,882	6751.2
Inbound Intl. Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Standard Mail Fees	0	1,196	(1,196)	(100.0)	0	0	0	0.0	0	0	0	0.0
Standard Mail Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Standard Mail	3,863,517	4,179,616	(316,099)	(7.6)	18,470,485	19,614,943	(1,144,457)	(5.8)	1,987,221	2,184,109	(196,888)	(9.0)
Periodicals Mail:												
In-County	16,157	16,737	(580)	(3.5)	154,383	162,372	(7,989)	(4.9)	43,728	45,914	(2,186)	(4.8)
Outside County	400,112	425,831	(25,719)	(6.0)	1,448,182	1,536,423	(88,241)	(5.7)	579,699	623,435	(43,735)	(7.0)
Periodicals Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Periodicals Mail	416,269	442,568	(26,299)	(5.9)	1,602,566	1,698,795	(96,230)	(5.7)	623,427	669,348	(45,921)	(6.9)
Package Services Mail:												
Single-Piece Parcel Post	14,139	13,552	587	4.3	1,083	975	108	11.1	25,575	25,684	(108)	(0.4)
Inbound Intl. Surface Parcel Post (at UPU Rate:	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Negotiated Service Agreement Ma	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Flats	46,954	58,194	(11,241)	(19.3)	58,010	73,208	(15,198)	(20.8)	85,408	110,461	(25,053)	(22.7)
Bound Printed Matter Parcels	81,979	77,831	4,148	5.3	65,831	61,732	4,100	6.6	186,899	166,078	20,821	12.5
Media and Library Mail	8,906	10,866	(1,960)	(18.0)	2,833	3,411	(578)	(16.9)	8,368	11,166	(2,798)	(25.1)
Package Services Mail Fees	0	176	(176)	(100.0)	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	151,979	160,620	(8,641)	(5.4)	127,758	139,326	(11,568)	(8.3)	306,250	313,388	(7,138)	(2.3)

**PERMIT IMPRINT MAIL
COMPETITIVE PRODUCTS
REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4
FISCAL YEAR 2012 (Jul. 1, 2012-Sep. 30, 2012) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2011
(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		Change	
	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	FY 2011 Percent	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	FY 2011 Percent	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	FY 2011 Percent
Express Mail:												
Total Express Mail												
First-Class Package Service												
Total First Class Package Service	53,531	53,026	504	1.0	24,954	26,371	(1,417)	(5.4)	8,454	9,320	(867)	(9.3)
Priority Mail:												
Total Priority Mail	154,156	166,032	(11,876)	(7.2)	22,302	24,171	(1,869)	(7.7)	52,908	61,258	(8,350)	(13.6)
Parcel Select Mail:												
Total Parcel Select Mail	387,066	156,977	230,090	146.6	278,118	84,054	194,065	230.9	412,080	317,650	94,431	29.7
Parcel Return Service Mail:												
Total Parcel Return Service Mail	26,786	23,840	2,945	12.4	11,309	9,820	1,489	15.2	33,289	29,903	3,387	11.3
International Mail:												
Outbound Priority Mail International												
Outbound International Expedited Services												
Outbound International Other Services												
Total Outbound International												
Inbound International & NSA Mail												
Total Inbound International												
International Mail Fees												
Total International Mail												
Total Competitive Mail	621,539	399,876	221,663	55.4	336,683	144,415	192,269	133.1	506,732	418,131	88,601	21.2

**PERMIT IMPRINT MAIL
COMPETITIVE PRODUCTS
REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4
FISCAL YEAR 2012 (Jul. 1, 2012-Sep. 30, 2012) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2011
(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		Change	
	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	FY 2012 over FY 2011 Percent	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	FY 2012 over FY 2011 Percent	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	FY 2012 over FY 2011 Percent
Ancillary Services:												
Other Domestic Ancillary Services												
International Ancillary Services												
Total Ancillary Services												
Special Services:												
Premium Forwarding Service												
Intl. Money Orders & Money Transfer Service												
Other Domestic Special Services												
Other International Special Services												
Total Special Services												
Total Competitive Services	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Competitive Mail and Services	621,539	399,876	221,663	55.4	336,683	144,415	192,269	133.1	506,732	418,131	88,601	21.2
Other Competitive Revenue												
Total Competitive Revenue	621,539	399,876	221,663	55.4	336,683	144,415	192,269	133.1	506,732	418,131	88,601	21.2

PERMIT IMPRINT MAIL
TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS
REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4
FISCAL YEAR 2012 (Jul. 1, 2012-Sep. 30, 2012) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2011
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		Change	
	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	FY 2012 over FY 2011 Percent	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	FY 2012 over FY 2011 Percent	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	FY 2012 over FY 2011 Percent
Total Market Dominant and Competitive												
Total All Mail	7,782,809	7,938,782	(155,973)	(2.0)	27,880,704	29,091,234	(1,210,530)	(4.2)	3,806,037	3,975,610	(169,572)	(4.3)
Total All Services	60,225	71,955	(11,731)	(16.3)	0	0	0	0.0	0	0	0	0.0
Total All Mail and Services	7,843,033	8,010,737	(167,704)	(2.1)	27,880,704	29,091,234	(1,210,530)	(4.2)	3,806,037	3,975,610	(169,572)	(4.3)
Total All Other Revenue												
Total All Revenue	7,843,033	8,010,737	(167,704)	(2.1)								

**TABLE 3-E
PERMIT IMPRINT MAIL
MARKET DOMINANT PRODUCTS
REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4 YTD
FISCAL YEAR 2012 (Oct. 1, 2011-Sep. 30, 2012) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2011
(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 YTD		Change	
	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	FY 2012 over FY 2011 Percent	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	FY 2012 over FY 2011 Percent	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	FY 2012 over FY 2011 Percent
First-Class Mail:												
Single-Piece Letters	647,816	787,922	(140,106)	(17.8)	1,410,243	1,747,762	(337,519)	(19.3)	61,164	78,751	(17,587)	(22.3)
Single-Piece Cards	53,448	52,379	1,069	2.0	173,127	185,483	(12,355)	(6.7)	1,247	1,340	(93)	(6.9)
Total Single-Piece Letters and Cards	701,264	840,301	(139,036)	(16.5)	1,583,370	1,933,244	(349,874)	(18.1)	62,411	80,091	(17,680)	(22.1)
Presort Letters	9,411,979	9,474,947	(62,968)	(0.7)	25,882,544	26,371,893	(489,350)	(1.9)	1,382,689	1,422,157	(39,468)	(2.8)
Presort Cards	596,348	587,319	9,029	1.5	2,553,368	2,707,074	(153,707)	(5.7)	20,847	22,099	(1,252)	(5.7)
Total Presort Letters and Cards	10,008,327	10,062,266	(53,938)	(0.5)	28,435,911	29,078,968	(643,056)	(2.2)	1,403,536	1,444,256	(40,720)	(2.8)
Flats	510,839	500,591	10,248	2.0	472,041	468,923	3,117	0.7	99,435	98,882	553	0.6
Parcels	44,152	159,294	(115,142)	(72.3)	19,601	81,372	(61,772)	(75.9)	5,633	26,625	(20,991)	(78.8)
Domestic Negotiated Serv. Agreement Mail	73,731	0	73,731	0.0	209,577	0	209,577	0.0	13,170	0	13,170	0.0
Outbound First-Class Mail International	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Letter-Post Single-Piece & NSA M.	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
First-Class Mail Fees	61,361	63,280	(1,919)	(3.0)	0	0	0	0.0	0	0	0	0.0
First-Class Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total First-Class Mail	11,399,675	11,625,732	(226,056)	(1.9)	30,720,500	31,562,508	(842,008)	(2.7)	1,584,185	1,649,853	(65,668)	(4.0)
Standard Mail:												
High Density and Saturation Letters	758,984	759,939	(955)	(0.1)	5,506,751	5,594,442	(87,691)	(1.6)	231,828	235,820	(3,992)	(1.7)
High Density and Saturation Flats & Parcels	1,950,855	1,880,253	70,602	3.8	11,768,967	11,422,142	346,825	3.0	2,147,484	2,143,819	3,665	0.2
Carrier Route	2,242,554	2,220,537	22,018	1.0	9,111,730	9,328,994	(217,264)	(2.3)	2,001,495	1,992,352	9,143	0.5
Letters	8,089,430	8,830,841	(741,411)	(8.4)	40,911,272	45,393,265	(4,481,993)	(9.9)	2,080,628	2,369,377	(288,748)	(12.2)
Flats	2,195,229	2,454,702	(259,473)	(10.6)	5,833,866	6,671,959	(838,093)	(12.6)	1,476,779	1,689,625	(212,847)	(12.6)
Parcels	282,494	645,324	(362,831)	(56.2)	301,613	729,067	(427,454)	(58.6)	126,077	321,136	(195,059)	(60.7)
Domestic Negotiated Serv. Agreement Mail	194,773	27,348	167,425	612.2	952,844	124,064	828,780	668.0	42,200	16,410	25,791	157.2
Inbound Intl. Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Standard Mail Fees	0	4,361	(4,361)	(100.0)	0	0	0	0.0	0	0	0	0.0
Standard Mail Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Standard Mail	15,714,319	16,823,305	(1,108,986)	(6.6)	74,387,043	79,263,933	(4,876,891)	(6.2)	8,106,491	8,768,539	(662,048)	(7.6)
Periodicals Mail:												
In-County	66,496	69,181	(2,685)	(3.9)	631,286	661,561	(30,275)	(4.6)	181,788	192,370	(10,582)	(5.5)
Outside County	1,656,732	1,743,551	(86,819)	(5.0)	6,110,064	6,415,178	(305,114)	(4.8)	2,353,700	2,533,036	(179,336)	(7.1)
Periodicals Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Periodicals Mail	1,723,228	1,812,732	(89,504)	(4.9)	6,741,351	7,076,739	(335,389)	(4.7)	2,535,488	2,725,406	(189,918)	(7.0)
Package Services Mail:												
Single-Piece Parcel Post	59,305	54,747	4,558	8.3	4,682	4,165	518	12.4	102,742	99,834	2,908	2.9
Inbound Intl. Surface Parcel Post (at UPU Rate:	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Negotiated Service Agreement Ma	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Flats	185,052	203,317	(18,265)	(9.0)	230,193	251,445	(21,253)	(8.5)	340,674	368,288	(27,614)	(7.5)
Bound Printed Matter Parcels	303,033	306,690	(3,656)	(1.2)	242,452	244,259	(1,807)	(0.7)	671,400	665,449	5,951	0.9
Media and Library Mail	37,578	47,700	(10,122)	(21.2)	12,008	15,814	(3,806)	(24.1)	35,894	46,964	(11,070)	(23.6)
Package Services Mail Fees	0	661	(661)	(100.0)	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	584,968	613,115	(28,147)	(4.6)	489,335	515,683	(26,348)	(5.1)	1,150,710	1,180,535	(29,825)	(2.5)

**PERMIT IMPRINT MAIL
COMPETITIVE PRODUCTS
REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4 YTD
FISCAL YEAR 2012 (Oct. 1, 2011-Sep. 30, 2012) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2011
(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 YTD		Change	
	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	FY 2011 Percent	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	FY 2011 Percent	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	FY 2011 Percent
Express Mail:												
Total Express Mail												
First-Class Package Service												
Total First Class Package Service	211,025	104,858	106,167	101.2	100,245	52,387	47,858	91.4	34,742	18,456	16,286	88.2
Priority Mail:												
Total Priority Mail	668,696	708,753	(40,057)	(5.7)	95,805	103,987	(8,182)	(7.9)	235,995	258,071	(22,076)	(8.6)
Parcel Select Mail:												
Total Parcel Select Mail	1,333,417	624,522	708,896	113.5	936,093	342,782	593,311	173.1	1,740,193	1,297,335	442,858	34.1
Parcel Return Service Mail:												
Total Parcel Return Service Mail	114,773	92,320	22,453	24.3	46,571	37,867	8,704	23.0	139,626	118,252	21,373	18.1
International Mail:												
Outbound Priority Mail International												
Outbound International Expedited Services												
Outbound International Other Services												
Total Outbound International												
Inbound International & NSA Mail												
Total Inbound International												
International Mail Fees												
Total International Mail												
Total Competitive Mail	2,327,911	1,530,453	797,458	52.1	1,178,714	537,022	641,692	119.5	2,150,556	1,692,115	458,441	27.1

**PERMIT IMPRINT MAIL
COMPETITIVE PRODUCTS
REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4 YTD
FISCAL YEAR 2012 (Oct. 1, 2011-Sep. 30, 2012) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2011
(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 YTD		Change	
	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	FY 2012 over FY 2011 Percent	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	FY 2012 over FY 2011 Percent	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	FY 2012 over FY 2011 Percent
Ancillary Services:												
Other Domestic Ancillary Services												
International Ancillary Services												
Total Ancillary Services												
Special Services:												
Premium Forwarding Service												
Intl. Money Orders & Money Transfer Service												
Other Domestic Special Services												
Other International Special Services												
Total Special Services												
Total Competitive Services	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Competitive Mail and Services	2,327,911	1,530,453	797,458	52.1	1,178,714	537,022	641,692	119.5	2,150,556	1,692,115	458,441	27.1
Other Competitive Revenue												
Total Competitive Revenue	2,327,911	1,530,453	797,458	52.1	1,178,714	537,022	641,692	119.5	2,150,556	1,692,115	458,441	27.1

PERMIT IMPRINT MAIL
TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS
REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4 YTD
FISCAL YEAR 2012 (Oct. 1, 2011-Sep. 30, 2012) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2011
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 YTD		Change	
	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	FY 2012 over FY 2011 Percent	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	FY 2012 over FY 2011 Percent	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	FY 2012 over FY 2011 Percent
Total Market Dominant and Competitive												
Total All Mail	31,750,102	32,405,336	(655,235)	(2.0)	113,517,556	118,957,429	(5,439,873)	(4.6)	15,529,814	16,019,232	(489,418)	(3.1)
Total All Services	254,032	285,852	(31,820)	(11.1)	0	0	0	0.0	0	0	0	0.0
Total All Mail and Services	32,004,134	32,691,189	(687,055)	(2.1)	113,517,556	118,957,429	(5,439,873)	(4.6)	15,529,814	16,019,232	(489,418)	(3.1)
Total All Other Revenue												
Total All Revenue	32,004,134	32,691,189	(687,055)	(2.1)								

1/ Not included elsewhere in this report.

- Report totals may not sum due to rounding.

**TABLE 3-F
OTHER INDICIA MAIL
MARKET DOMINANT PRODUCTS
REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4
FISCAL YEAR 2012 (Jul. 1, 2012-Sep. 30, 2012) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2011
(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		Change	
	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	FY 2012 over FY 2011 Percent	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	FY 2012 over FY 2011 Percent	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	FY 2012 over FY 2011 Percent
First-Class Mail:												
Single-Piece Letters	5,151	4,016	1,135	28.3	11,023	8,641	2,382	27.6	361	304	57	18.9
Single-Piece Cards	189	88	101	114.0	573	284	290	102.2	4	2	2	102.2
Total Single-Piece Letters and Cards	5,340	4,105	1,235	30.1	11,596	8,924	2,672	29.9	365	306	59	19.4
Presort Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Presort Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Presort Letters and Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Flats	1,317	2,006	(689)	(34.4)	901	1,277	(376)	(29.4)	204	328	(124)	(37.8)
Parcels	668	738	(70)	(9.5)	254	328	(74)	(22.5)	97	116	(19)	(16.2)
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Outbound First-Class Mail International	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Letter-Post Single-Piece & NSA M.	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
First-Class Mail Fees	12	287	(275)	(95.9)	0	0	0	0.0	0	0	0	0.0
First-Class Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total First-Class Mail	7,337	7,135	201	2.8	12,752	10,529	2,223	21.1	666	750	(84)	(11.2)
Standard Mail:												
High Density and Saturation Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
High Density and Saturation Flats & Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Carrier Route	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Flats	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Standard Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Standard Mail Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Standard Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Periodicals Mail:												
In-County	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Outside County	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Periodicals Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Periodicals Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Package Services Mail:												
Single-Piece Parcel Post	1,034	1,143	(110)	(9.6)	125	132	(7)	(5.3)	454	665	(211)	(31.8)
Inbound Intl. Surface Parcel Post (at UPU Rate:	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Negotiated Service Agreement Ma	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Flats	10	27	(17)	(63.7)	5	14	(9)	(65.2)	7	19	(12)	(63.6)
Bound Printed Matter Parcels	386	274	112	41.0	131	95	36	37.7	311	268	43	16.1
Media and Library Mail	367	819	(452)	(55.2)	114	299	(185)	(61.9)	285	563	(278)	(49.4)
Package Services Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	1,797	2,263	(467)	(20.6)	375	540	(165)	(30.6)	1,056	1,515	(459)	(30.3)

**OTHER INDICIA MAIL
COMPETITIVE PRODUCTS
REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4
FISCAL YEAR 2012 (Jul. 1, 2012-Sep. 30, 2012) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2011
(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		Change	
	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	FY 2011 Percent	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	FY 2011 Percent	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	FY 2011 Percent
Express Mail:												
Total Express Mail												
First-Class Package Service												
Total First Class Package Service	124	87	38	43.7	61	45	16	35.6	24	17	7	41.6
Priority Mail:												
Total Priority Mail	3,353	3,324	29	0.9	512	439	73	16.6	909	1,126	(218)	(19.3)
Parcel Select Mail:												
Total Parcel Select Mail	725	1,563	(838)	(53.6)	82	183	(102)	(55.4)	155	383	(228)	(59.5)
Parcel Return Service Mail:												
Total Parcel Return Service Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
International Mail:												
Outbound Priority Mail International												
Outbound International Expedited Services												
Outbound International Other Services												
Total Outbound International												
Inbound International & NSA Mail												
Total Inbound International												
International Mail Fees												
Total International Mail												
Total Competitive Mail	4,202	4,974	(772)	(15.5)	654	667	(13)	(1.9)	1,088	1,526	(439)	(28.7)

**OTHER INDICIA MAIL
COMPETITIVE PRODUCTS
REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4
FISCAL YEAR 2012 (Jul. 1, 2012-Sep. 30, 2012) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2011
(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		Change	
	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	FY 2012 over FY 2011 Percent	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	FY 2012 over FY 2011 Percent	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	FY 2012 over FY 2011 Percent
Ancillary Services:												
Other Domestic Ancillary Services												
International Ancillary Services												
Total Ancillary Services												
Special Services:												
Premium Forwarding Service												
Intl. Money Orders & Money Transfer Service												
Other Domestic Special Services												
Other International Special Services												
Total Special Services												
Total Competitive Services	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Competitive Mail and Services	4,202	4,974	(772)	(15.5)	654	667	(13)	(1.9)	1,088	1,526	(439)	(28.7)
Other Competitive Revenue												
Total Competitive Revenue	4,202	4,974	(772)	(15.5)	654	667	(13)	(1.9)	1,088	1,526	(439)	(28.7)

OTHER INDICIA MAIL
TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS
REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4
FISCAL YEAR 2012 (Jul. 1, 2012-Sep. 30, 2012) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2011
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4		Change		Quarter 4		Change		Quarter 4		Change	
	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	FY 2012 over FY 2011 Percent	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	FY 2012 over FY 2011 Percent	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	FY 2012 over FY 2011 Percent
Total Market Dominant and Competitive												
Total All Mail	13,336	14,373	(1,037)	(7.2)	122,114	122,229	(115)	(0.1)	43,012	47,589	(4,578)	(9.6)
Total All Services	1,404	1,392	12	0.8	0	0	0	0.0	0	0	0	0.0
Total All Mail and Services	14,740	15,765	(1,025)	(6.5)	122,114	122,229	(115)	(0.1)	43,012	47,589	(4,578)	(9.6)
Total All Other Revenue												
Total All Revenue	14,740	15,765	(1,025)	(6.5)								

**TABLE 3-F
OTHER INDICIA MAIL
MARKET DOMINANT PRODUCTS
REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4 YTD
FISCAL YEAR 2012 (Oct. 1, 2011-Sep. 30, 2012) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2011
(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 YTD		Change	
	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	FY 2012 over FY 2011 Percent	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	FY 2012 over FY 2011 Percent	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	FY 2012 over FY 2011 Percent
First-Class Mail:												
Single-Piece Letters	21,072	18,776	2,296	12.2	45,372	40,563	4,809	11.9	1,566	1,487	79	5.3
Single-Piece Cards	725	592	132	22.3	2,278	1,988	290	14.6	14	12	2	14.6
Total Single-Piece Letters and Cards	21,797	19,368	2,429	12.5	47,650	42,551	5,099	12.0	1,580	1,500	81	5.4
Presort Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Presort Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Presort Letters and Cards	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Flats	5,874	7,861	(1,987)	(25.3)	3,843	4,968	(1,124)	(22.6)	900	1,303	(403)	(30.9)
Parcels	2,888	2,837	51	1.8	1,113	1,269	(156)	(12.3)	422	481	(59)	(12.3)
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Outbound First-Class Mail International	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Letter-Post Single-Piece & NSA M.	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
First-Class Mail Fees	44	931	(887)	(95.2)	0	0	0	0.0	0	0	0	0.0
First-Class Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total First-Class Mail	30,603	30,997	(395)	(1.3)	52,606	48,787	3,818	7.8	2,902	3,284	(381)	(11.6)
Standard Mail:												
High Density and Saturation Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
High Density and Saturation Flats & Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Carrier Route	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Letters	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Flats	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Parcels	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Domestic Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Negotiated Serv. Agreement Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Standard Mail Fees	0	0	(0)	(100.0)	0	0	0	0.0	0	0	0	0.0
Standard Mail Dom. NSA Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Standard Mail	0	0	(0)	(100.0)	0	0	0	0.0	0	0	0	0.0
Periodicals Mail:												
In-County	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Outside County	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Periodicals Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Periodicals Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Package Services Mail:												
Single-Piece Parcel Post	4,553	4,485	69	1.5	573	569	4	0.7	2,284	2,468	(184)	(7.5)
Inbound Intl. Surface Parcel Post (at UPU Rate:	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Inbound Intl. Negotiated Service Agreement Ma	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Bound Printed Matter Flats	99	75	25	33.1	48	39	9	23.4	59	51	8	16.1
Bound Printed Matter Parcels	1,506	1,995	(489)	(24.5)	530	703	(173)	(24.6)	1,317	1,858	(541)	(29.1)
Media and Library Mail	1,691	2,903	(1,212)	(41.8)	593	1,080	(487)	(45.1)	945	1,478	(533)	(36.1)
Package Services Mail Fees	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Package Services Mail	7,849	9,458	(1,608)	(17.0)	1,745	2,392	(647)	(27.1)	4,605	5,855	(1,250)	(21.3)

**OTHER INDICIA MAIL
COMPETITIVE PRODUCTS
REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4 YTD
FISCAL YEAR 2012 (Oct. 1, 2011-Sep. 30, 2012) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2011
(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 YTD		Change	
	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	FY 2011 Percent	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	FY 2011 Percent	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	FY 2011 Percent
Express Mail:												
Total Express Mail												
First-Class Package Service												
Total First Class Package Service	400	134	266	199.4	199	66	133	202.6	71	24	47	196.1
Priority Mail:												
Total Priority Mail	15,179	15,178	1	0.0	2,070	2,006	64	3.2	4,505	4,843	(338)	(7.0)
Parcel Select Mail:												
Total Parcel Select Mail	6,864	1,563	5,301	339.1	771	183	588	320.6	1,618	383	1,235	322.0
Parcel Return Service Mail:												
Total Parcel Return Service Mail	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
International Mail:												
Outbound Priority Mail International												
Outbound International Expedited Services												
Outbound International Other Services												
Total Outbound International												
Inbound International & NSA Mail												
Total Inbound International												
International Mail Fees												
Total International Mail												
Total Competitive Mail	22,443	16,875	5,568	33.0	3,041	2,255	785	34.8	6,195	5,250	944	18.0

**OTHER INDICIA MAIL
COMPETITIVE PRODUCTS
REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4 YTD
FISCAL YEAR 2012 (Oct. 1, 2011-Sep. 30, 2012) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2011
(Data in Thousands)**

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 YTD		Change	
	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	FY 2011 Percent	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	FY 2011 Percent	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	FY 2011 Percent
Ancillary Services:												
Other Domestic Ancillary Services												
International Ancillary Services												
Total Ancillary Services												
Special Services:												
Premium Forwarding Service												
Intl. Money Orders & Money Transfer Service												
Other Domestic Special Services												
Other International Special Services												
Total Special Services												
Total Competitive Services	0	0	0	0.0	0	0	0	0.0	0	0	0	0.0
Total Competitive Mail and Services	22,443	16,875	5,568	33.0	3,041	2,255	785	34.8	6,195	5,250	944	18.0
Other Competitive Revenue												
Total Competitive Revenue	22,443	16,875	5,568	33.0	3,041	2,255	785	34.8	6,195	5,250	944	18.0

OTHER INDICIA MAIL
TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS
REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 4 YTD
FISCAL YEAR 2012 (Oct. 1, 2011-Sep. 30, 2012) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2011
(Data in Thousands)

Service Category	REVENUE				PIECES				WEIGHT (Pounds)			
	Quarter 4 YTD		Change		Quarter 4 YTD		Change		Quarter 4 YTD		Change	
	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	FY 2012 over FY 2011 Percent	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	FY 2012 over FY 2011 Percent	FY 2012	FY 2011	FY 2012 over FY 2011 Amount	FY 2012 over FY 2011 Percent
Total Market Dominant and Competitive												
Total All Mail	60,894	57,330	3,565	6.2	554,134	547,700	6,434	1.2	180,968	191,017	(10,048)	(5.3)
Total All Services	5,694	5,082	612	12.1	0	0	0	0.0	0	0	0	0.0
Total All Mail and Services	66,589	62,411	4,177	6.7	554,134	547,700	6,434	1.2	180,968	191,017	(10,048)	(5.3)
Total All Other Revenue												
Total All Revenue	66,589	62,411	4,177	6.7								

**TABLE 4
PERCENTAGE OF MAIL DELIVERED WITHIN SPECIFIED NUMBER OF DAYS FOR
STAMP AND METER MAIL
QUARTER 4 FY 2012**

GROUP	AVERAGE										
	DAYS TO DELIVERY	1 DAY	2 DAYS	3 DAYS	4 DAYS	5 DAYS	6 DAYS	7 DAYS	8 DAYS	9 DAYS	10 DAYS
All First-class Single Piece	2	43.5	77.9	93.3	97.1	98.3	98.9	99.2	99.4	99.5	99.6
Letters	1.9	44	78.9	94.1	97.5	98.5	99	99.3	99.4	99.6	99.6
Cards	1.5	69.6	89.6	96.2	97.9	98.7	99	99.2	99.4	99.5	99.5
Flats	2.3	32	68.2	88.5	94.8	97.1	98.3	98.8	99.2	99.4	99.5
Parcels/IPPS	2.7	11.8	57.6	82.3	91.7	95.6	97.5	98.3	98.9	99.3	99.5
All First-class Presort/Auto	2.3	20.1	63.6	90.6	97.4	98.9	99.4	99.6	99.8	99.8	99.9
Letters	2.3	20.3	64	90.9	97.5	98.9	99.5	99.7	99.8	99.8	99.9
Cards	2	45.2	77.2	90	97.3	98	98.1	98.8	99.5	99.7	99.8
Flats	2.9	10.4	44.3	77.5	91.2	96.1	98	98.9	99.4	99.5	99.7
Parcels/IPPS	3.1	12.5	55.5	80.1	87.3	91.1	92.8	95.5	97.1	97.7	98.1
All First-class Combined	2.2	30.5	69.9	91.8	97.2	98.6	99.2	99.4	99.6	99.7	99.7
Letters	2.2	29.7	69.9	92.1	97.5	98.8	99.3	99.5	99.6	99.7	99.8
Cards	1.6	68.9	89.2	96	97.9	98.6	99	99.2	99.4	99.5	99.5
Flats	2.4	27.2	62.8	86	94	96.9	98.2	98.8	99.2	99.4	99.5
Parcels/IPPS	2.7	11.9	57.6	82.3	91.7	95.6	97.4	98.3	98.9	99.3	99.5
All Package Services	4.4	7	21.5	38.2	58.2	76.3	87.1	91.8	95	96.7	97.5
Parcel Post	4.6	7.2	20.6	36	54.9	73.4	84.8	89.7	93.8	95.6	96.6
Bound Printed Matter	3.6	13.3	36.4	61.8	69	84.4	89.1	92.3	94.1	96	100
Media Mail	4.4	5.5	19.6	36.9	58	76.6	87.6	92.5	95.4	97.1	97.8
Library	3.3	23.4	47.2	62.3	76.8	86.3	92.4	94.6	96.2	98.3	98.6

NOTE: Days To Delivery is defined as the difference between the postmark date or meter strip date, when readable, and the date the mailpiece was sampled in ODIS-RPW. Days To Delivery can be overstated due to "stale" meter dates i.e. meter dates preceding the date the mailpiece entered the Postal network.

TABLE 5
INTRA-PDC AND INTER-PDC VOLUME AND AVERAGE DAYS TO DELIVERY BY MAIL CLASS FOR
STAMP AND METER MAIL
QUARTER 4 FY 2012

CLASS OF MAIL	% INTRA-PDC VOLUME	INTRA-PDC AVG DELIVERY DAYS	% INTER-PDC VOLUME	INTER-PDC AVG DELIVERY DAYS
FIRST-CLASS SINGLE PIECE	39.3	1.2	60.7	2.1
FIRST-CLASS PRESORT/AUTO	16.3	1.3	83.7	2.5
ALL FIRST-CLASS MAIL	30.3	1.2	69.7	2.3
PARCEL POST SINGLE PIECE	4	1.8	96	4.7
BOUND PRINTED MATTER	15.6	2.1	84.4	3.8
MEDIA MAIL	4.8	1.7	95.2	4.4
LIBRARY RATE	15.7	1.6	84.3	3.6

NOTE: Days To Delivery is defined as the difference between the postmark date or meter strip date, when readable, and the date the mailpiece was sampled in ODIS-RPW. Days To Delivery can be overstated due to "stale" meter dates i.e. meter dates preceding the date the mailpiece entered the Postal network.

**TABLE 6
FIRST-CLASS SINGLE PIECE SERVICE
SERVICE COMMITMENT ACHIEVEMENT
STAMPED MAIL
QUARTER 4 FY 2012**

	EACH AREA AS ----- PERCENT DELIVERED WITHIN OVERNIGHT COMMITMENT -----	ORIGIN ----- PERCENT DELIVERED WITHIN THREE-DAY COMMITMENT -----	EACH AREA AS ----- PERCENT DELIVERED WITHIN OVERNIGHT COMMITMENT -----	DESTINATION ----- PERCENT DELIVERED WITHIN TWO-DAY COMMITMENT -----	PERCENT DELIVERED WITHIN THREE-DAY COMMITMENT -----
NORTHEAST AREA	97	97	97	97	93
EASTERN AREA	98	97	97	98	97
WESTERN AREA	98	98	96	98	97
PACIFIC AREA	97	97	98	97	97
SOUTHWEST AREA	99	98	96	99	97
GREAT LAKES	96	97	96	96	95
CAPITAL METRO	98	97	97	98	98
NATIONAL	98	97	97	98	97

NOTE: Service Commitment is calculated by comparing a mailpiece's Days To Delivery with its Service Standard. If a mailpiece's Days to Delivery is equal or less than its Service Standard it is considered to have met its commitment. Days To Delivery is defined as the difference between the postmark date or meter strip date, when readable, and the date the mailpiece was sampled in ODIS-RPW. Days To Delivery can be overstated due to "stale" meter dates i.e. meter dates preceding the date the mailpiece entered the Postal network.

**TABLE 7
FIRST-CLASS SINGLE PIECE SERVICE
SERVICE COMMITMENT ACHIEVEMENT
METERED MAIL
QUARTER 4 FY 2012**

	EACH AREA AS ----- PERCENT DELIVERED WITHIN OVERNIGHT COMMITMENT -----	ORIGIN ----- PERCENT DELIVERED WITHIN THREE-DAY COMMITMENT -----	EACH AREA AS ----- PERCENT DELIVERED WITHIN OVERNIGHT COMMITMENT -----	DESTINATION ----- PERCENT DELIVERED WITHIN TWO-DAY COMMITMENT -----	PERCENT DELIVERED WITHIN THREE-DAY COMMITMENT -----
NORTHEAST AREA	79	81	82	79	82
EASTERN AREA	82	86	88	82	86
WESTERN AREA	86	92	86	86	92
PACIFIC AREA	80	86	86	80	86
SOUTHWEST AREA	79	88	86	79	88
GREAT LAKES	77	87	85	77	86
CAPITAL METRO	77	86	86	77	85
NATIONAL	80	86	86	80	86

NOTE: Service Commitment is calculated by comparing a mailpiece's Days To Delivery with its Service Standard. If a mailpiece's Days to Delivery is equal or less than its Service Standard it is considered to have met its commitment. Days To Delivery is defined as the difference between the postmark date or meter strip date, when readable, and the date the mailpiece was sampled in ODIS-RPW. Days To Delivery can be overstated due to "stale" meter dates i.e. meter dates preceding the date the mailpiece entered the Postal network.

**TABLE 8
FIRST-CLASS SINGLE PIECE SERVICE
SERVICE COMMITMENT ACHIEVEMENT
STAMPED AND METERED MAIL
QUARTER 4 FY 2012**

	EACH AREA AS ----- PERCENT DELIVERED WITHIN OVERNIGHT COMMITMENT -----	EACH AREA AS ----- PERCENT DELIVERED WITHIN TWO-DAY COMMITMENT -----	ORIGIN ----- PERCENT DELIVERED WITHIN THREE-DAY COMMITMENT -----	EACH AREA AS ----- PERCENT DELIVERED WITHIN OVERNIGHT COMMITMENT -----	DESTINATION ----- PERCENT DELIVERED WITHIN TWO-DAY COMMITMENT -----	PERCENT DELIVERED WITHIN THREE-DAY COMMITMENT -----
NORTHEAST AREA	87	89	89	87	90	87
EASTERN AREA	90	92	92	90	92	93
WESTERN AREA	92	95	92	92	96	93
PACIFIC AREA	87	92	92	87	92	91
SOUTHWEST AREA	88	94	91	88	94	92
GREAT LAKES	87	93	91	87	93	89
CAPITAL METRO	88	92	92	88	91	92
NATIONAL	89	92	92	89	92	92

NOTE: Service Commitment is calculated by comparing a mailpiece's Days To Delivery with its Service Standard. If a mailpiece's Days to Delivery is equal or less than its Service Standard it is considered to have met its commitment. Days To Delivery is defined as the difference between the postmark date or meter strip date, when readable, and the date the mailpiece was sampled in ODIS-RPW. Days To Delivery can be overstated due to "stale" meter dates i.e. meter dates preceding the date the mailpiece entered the Postal network.

**TABLE 9
FIRST-CLASS PRESORT SERVICE
SERVICE COMMITMENT ACHIEVEMENT
METERED MAIL
QUARTER 4 FY 2012**

	EACH AREA AS ----- PERCENT DELIVERED WITHIN OVERNIGHT COMMITMENT -----	ORIGIN ----- PERCENT DELIVERED WITHIN THREE-DAY COMMITMENT -----	EACH AREA AS ----- PERCENT DELIVERED WITHIN OVERNIGHT COMMITMENT -----	DESTINATION ----- PERCENT DELIVERED WITHIN TWO-DAY COMMITMENT -----	PERCENT DELIVERED WITHIN THREE-DAY COMMITMENT -----
NORTHEAST AREA	79	88	78	79	88
EASTERN AREA	72	85	84	72	86
WESTERN AREA	90	95	88	90	96
PACIFIC AREA	63	91	80	63	91
SOUTHWEST AREA	87	91	87	87	91
GREAT LAKES	68	90	85	68	89
CAPITAL METRO	73	87	87	73	86
NATIONAL	78	89	85	78	89

NOTE: Service Commitment is calculated by comparing a mailpiece's Days To Delivery with its Service Standard. If a mailpiece's Days to Delivery is equal or less than its Service Standard it is considered to have met its commitment. Days To Delivery is defined as the difference between the postmark date or meter strip date, when readable, and the date the mailpiece was sampled in ODIS-RPW. Days To Delivery can be overstated due to "stale" meter dates i.e. meter dates preceding the date the mailpiece entered the Postal network.